



VACANCY LEADERSHIP PROFILE

Director of Business Development Permanent and Interim Recruitment Services Plano, Texas or Brentwood, Tennessee

Overview

HealthTechS3 (HTS3) is a 45 year old, award-winning healthcare consulting and strategic hospital services firm based in Brentwood, Tennessee with clients across the United States. HTS3 is dedicated to the goal of improving performance, achieving compliance, reducing costs and ultimately improving patient care. Leveraging consultants with deep healthcare industry experience, HTS3 provides actionable insights and guidance that supports informed decision making and drives efficiency in operational performance.

Gaffey Healthcare is a revenue cycle company which provides next-generation, cloud based revenue cycle technology and services to help healthcare organizations to accelerate their cash flow, improve their productivity and increase their profitability. Based on 40 years of hospital operations experience, their solutions are designed to achieve optimal efficiency within health care revenue cycle. Gaffey Healthcare is headquartered in Carrollton, Texas.

HTS3 and Gaffey Healthcare partner with 4R Technologies-SA Offshoring in Cape Town, South Africa for business process outsourcing. 4R focuses on providing cost-effective software development, marketing support and staffing solutions to the healthcare industry in the US. South Africa offers US companies access to a large, skilled, and English-speaking talent pool with a strong cultural affinity to the US. South Africa also boasts first-world connectivity and infrastructure that provides a truly robust and enabling environment.

HTS3 Highlights:

- Founded in 1971 by healthcare pioneer, A.E. "Gene" Brim
- Headquartered in Brentwood, Tennessee with regional offices in Carrollton, Texas and Madison, Wisconsin
- Providing management services to many rural hospitals nationwide. Providing financial and consulting services, physician recruitment and turnaround services to hospitals nationwide
- Expertise with acute care hospitals, critical access hospitals, and district hospitals.

The Position

The Director of Business Development of the Recruitment Division is a new position and will be located in either HTS3's corporate office in Brentwood, Tennessee or Gaffey's headquarters in Plano, Texas. The position will lead and manage all sales and business development activities including but not limited to personal lead generation (e.g., cold calling) and follow-up from sales development efforts of marketing and third-party resources, coordination of client and prospect meetings, creation of business plans to support service delivery. This person will be expected to provide frequent and ongoing communication to company leadership regarding competitive offerings, client and prospect needs, and market changes.

The new Director will be expected to routinely communicate with healthcare interim and permanent candidates, develop and maintain relationships with them and present relevant opportunities based on their interests and qualifications. He/she will work closely with Derek Morkel, CEO, Peter Goodspeed, VP of Executive Search and Michael Lieb, Vice President of Interim Placement. The new Director will also work closely with 4R Technologies in South Africa.

Qualifications

- Bachelor's degree is strongly preferred.
- An expert level of knowledge in healthcare and/or recruiting components including, but not limited to, sourcing, qualifying, networking, assessing, legal, job analysis, wage and salary trends, relationship management, and due diligence.
- 5 years of hospital or healthcare recruitment experience in a search firm or other third-party staffing firm, or hospital consulting company which also provides senior level recruitment services.
- Excellent sales background and a thorough understanding of the entire business development process from initial prospecting to negotiation and contracting as well as coordination with marketing resources to maximize sales potential.
- Excellent communication skills, organizational skills, team work skills and a strong desire to be successful.
- Demonstrated experience selling and creating long-term client relationships with Vice President and C-Suite level executives.
- Very high energy level.

Please send a resume in confidence to:

Peter Goodspeed

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