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### Industry News

**Athenahealth** a provider of Internet-supplied practice-management and electronic health-record systems and services for physician medical practices, closed on a previously announced deal to acquire the revenue-cycle management software developer Anodyne Health Partners.

**Alan Portela** was promoted to president of **CliniComp International**. Portela, served as chief operating officer since 2008 and has held leadership positions with CliniComp for 12 years. He also has worked as executive vice president of client services at Global Care Quest and vice president of strategic initiatives at Patient Care Technology Systems.

**WebMD Health** has completed its merger with **HLTH Corp.** for \$1.2 billion in stock. The health information companies' shareholders approved the merger, which was announced in June. Outstanding shares of HLTH Corp. were converted to 0.4444 shares of WebMD common stock, the companies said in a news release. The combined entity will retain the name WebMD.

### Links to helpful websites

<http://www.weather.com>

**Going on an interview? Don't arrive all wet. Check the weather at your destination.**

<http://www.fasrelo.com>

**Click on relocation tools. Salary comparisons, crime reports, city reports, and more.**

<http://www.quote.yahoo.com>

**Want to impress the interviewer? Find out how the company is doing before you head into the interview.**

## It's turning around....

Our hiring contacts have told us all year that Q4 was going to be big, and, so far, it seems as if the predictions are coming true! The number of positions in our pipeline has tripled in the past two weeks! There seems to be a push and definite interest to have candidates on board and ready to go by the first of the year. Take a look and see if something fits your dream job!

## This Week's Top Jobs!

**EMR Sales!** Major expansion! CCHIT certified ambulatory EMR vendor is searching for sales reps in the Midwest and Southeast. The company has experienced phenomenal growth, and they need to add three new reps! Sales reps with experience selling EMR and who reside in any of the following states are encouraged to give Lindsey a call: **TX, OK, KS, MO, AR, LA, NE, IA, IL, and TN**. You will call on physician groups and other healthcare entities. Solid base, great commission plan! We've placed two reps with the company in the past year, and both have closed business. Great base and commission plan puts you over \$200K. Contact Lindsey.

**RFP/Proposals Manager for HIE!** A leading Healthcare IT vendor is looking to expand their team to include an RFP Specialist! The company has solutions for hospitals, physicians, payors, and consumers, and they are enjoying explosive growth! They are looking for someone who can effectively turn out customized RFPs for their HIE solutions. If you have RFP experience with a healthcare IT company, please contact Lindsey! Any experience with HIE products is preferable, but not required. There is a fantastic, market leading compensation package for this position!

## What else is going on at TMG?

### Just closed!

EMR Sales East Texas!

EMR Sales Southern California!

### Nearing completion!

Corporate Director of Purchasing!

Contracts Manager: RCM Solutions!

RIS/PACS Sales Midwest!

EMR Sales NC/SC!

RCM Sales Midwest!

Director of Marketing!

Supply Chain Director!

### On the Horizon!

HIE Sales MO/KS!

EMR Sales MO!

HIE Sales TX!

EMR Sales WA!

ED Director!

National Accounts RCM!

### Contact Us

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*Suggestions? Is there something you would like to see in this newsletter? Have comments to share? We're always looking for ways to improve our communications. Please let us know! Email Lindsey at LNugent@mr-monticello.com.*

**Carolinas Sales!** Everyone's favorite company. Really. They provide revenue cycle solutions for large physician groups and hospitals. The RSM will be responsible for selling software solutions in **NC and SC**. Why would you want to work for this company? *They have a refreshing energetic perspective on how to conduct business! They are a sales centric organization!* Candidates who have experience selling billing, eligibility, or financial applications to large physician groups are strongly preferred. Great base, commission, and equity! Motivated to hire NOW! They want someone who can be ready to go Q1 2010! Contact Lindsey!

**EMR Sales!** We've made multiple placements with an ambulatory vendor who needs someone to cover the **Pacific Northwest**. All placements have closed business and say the product is outstanding. CCHIT certified company is searching for someone to build up their mid to large size client base. Minimum 2 years experience selling healthcare IT solutions to physician groups preferred, but hospital experience will work, too. Very attractive base and aggressive comp plan. Call Lindsey today!

**Director EMR Sales!** Long standing Healthcare IT company is looking to build a new division in ambulatory EMR, and they need someone to spearhead efforts! Do you have experience building and managing sales teams focused on the ambulatory EMR market? Drop Lindsey a line to see if this could be the fit for you.

**ED Director!** An award winning Texas health system is looking for a hands-on ED Director for a 300 bed comprehensive care hospital near Houston. The position requires a Masters Degree in Nursing and at least 5 years of direct experience managing the Emergency Services Department. The ideal candidate will drive patient satisfaction while managing close to 80 FTE's. **RELO AVAILABLE!** Call Tracy!

**HIE Sales!** A leading provider of HIE solutions is searching for the "best of the best". Sales people who have experience selling HIE solutions should call Lindsey! The company is experiencing tremendous growth, and they are expanding their sales team. Candidates everywhere are encouraged to call! We've made placements with the company, and all those placed are very happy! FANTASTIC base and aggressive commission plan! Again, contact Lindsey!

