



## THE MONTICELLO GROUP HOT JOBS!

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*(Everything Must GO!)*

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### INSIGHT

I know what you're hearing out there, in fact I see it in the news every day. Some of it's true, some of it's not.

Since I make about 100 calls a day, speaking to employers and employees all over the country, I know I have a very unique, insider's perspective of what's really going on out there. I've compiled some interesting tidbits of knowledge throughout the month that I'd like to share. There is no doubt I have a passion for this industry and make it a goal each and every day to help companies grow and employees succeed.

Here's some good news: **ALL OF THE JOBS IN THIS NEWSLETTER NEED TO BE FILLED BY DECEMBER 31!** These clients have made it clear they want to have these positions filled very soon!

Please call anytime to catch up on company or industry information. Not only am I here to help you when you are looking for a new position, am I also here to provide information and insight whenever you need it!

### RECENT PLACEMENTS

Here are recent examples of placements I have made:

- EMR Sales Executive, TX
- Engagement Manager, CA
- Sales Director, Midwest

### IMPACT PLAYERS

Here are examples of Impact Players we are currently representing:

- Vice President at major HIS company
- EMR Sales Executive at Tier 1 company
- Bilingual HIS Demonstration Specialist
- Senior Vice President Sales

### IN CASE YOU MISSED IT....

Three electronic health-record systems are the first to pass muster with the CCHIT under its new preliminary testing program for compliance with the "meaningful-use" criteria: **eHealth Made Easy, Version 3, KIS Track, Version 5.1, and Medios, Version 4.5. AbelMed EHR-EMR/PM, Version 11** passed its "comprehensive" testing regime.

**Stryker Corp.** said it has a definitive agreement to acquire **Ascent Healthcare Solutions** for \$525 million in cash. Through the deal, Ascent will become a division of Stryker, operating under its MedSurg group of businesses.

**Mediware Information Systems** has announced it will acquire two companies, **Healthcare Automation**, a software services developer for home health providers, and **Advantage Reimbursement**, a billing service for home infusion and home respiratory service providers.

**Hospira** said it has acquired **TheraDoc**, a clinical informatics company in Salt Lake City that develops hospital surveillance systems.

### HELPFUL LINKS

We have compiled a few links you may find valuable as you prepare for your next interview:

Healthcare IT news

<http://www.healthcareITnews.com>

Healthcare IT Trends

<http://www.healthcare-informatics.com>

Relocation Info and Salary Comparisons

<http://www.fasrelo.com>



### URGENT NEEDS!

**Director EMR Sales!** Major expansion! CCHIT certified ambulatory EMR vendor is searching for a Director of Sales to manage and build a national team of sales executives. Existing reps are in place, but the team is slated to grow by 40% in the next three months. This position is ideal for a successful EMR sales rep who wants to move into management or someone who has just a few years experience managing EMR sales teams. Location does not matter. Base and commission plan puts you over \$200K in your first year—if not more.

**RFP/Proposals Manager/Contract Manager!** Whatever you call it, we need it! A leading Healthcare IT vendor is looking to expand their team to include an expert in technical and proposal writing! They are looking for someone who can effectively turn out customized RFPs for their Revenue Cycle solutions. If you have RFP experience, contract writing experience, or technical writing experience with a healthcare IT company and exposure to RCM products, please contact Lindsey! Candidates should be based near Atlanta! There is a fantastic, market leading compensation package for this position!

**HIE Sales!** A leading provider of HIE solutions is searching for the “best of the best”. The company is experiencing tremendous growth, and they are expanding their sales team. Candidates who can demonstrate their ability to sell HIE are needed! Candidates based in MO are encouraged to call! We’ve made placements with the company, and all those placed are very happy! FANTASTIC base and aggressive commission plan!

### URGENT NEEDS!

**RCM Consultative Sales!** You want to work for Nextgen or Allscripts? *THIS* is a company that would provide a highly competitive and intriguing offer for you to consider. They provide revenue cycle solutions for large physician groups and hospitals. The Sales Director will be responsible for selling software solutions in **NC and VA**. 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 or financial applications to large physician groups and academic medical centers are strongly preferred. Great base, commission, and equity!

**Payer Sales!** Young company (but not startup) has secured multiple key customers recently, and they are in growth mode. *Fresh. Different. Energy. Passionate.* Looking for someone who lives in the Western third of the US who has experience calling on payers. The company's bread and butter customers are in the Tier 3 and Tier 4 area, but they are seeking people who can help win more business in the Tier 1 and 2 markets. Background requirements are fairly simple: searching for candidates who have experience selling software AND services to payers. Experience selling claims or benefit administration tools are *strongly* preferred. Experience negotiating multi million dollar contracts required.

#### CONTACT INFO

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