



THE MONTICELLO GROUP HOT JOBS!

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INSIGHT

It's a great time to be in Healthcare IT!

Yes, it is! Yes, it is! I love this industry! Hot technologies emerging, older technologies revamping, and, most importantly, growth is predicted from every single company I contact!

One of the industry's largest shows, HIMSS, is set to occur in just under four weeks, and if you needed a take a pulse for Healthcare IT, check out the exhibitor list and the predictions for attendance. Numbers for both are high!

I am only one of the many attendees, but the fact is, I *will be* in Atlanta for a few days during the show. Will you be there? It's not often I get to meet the people I know so much about, and I would welcome the opportunity to put a face to the voice. Drop me a line, and let me know when you will be in town. I'll add your name to my cell and call you when I get to the show site. (On that note, I promise I won't come by your booth and announce that the RECRUITER is there to see you....although that might increase my business? Just kidding!)

All positions in this newsletter will offer interviews at HIMSS if you will be there.

Have a fantastic day and keep smiling because we are in a great place!

RECENTLY COMPLETED SEARCHES

- Physician Consultant
- EMR sales Southeast
- HIE Sales Midwest

IN CASE YOU MISSED IT....

Xerox Corp. closed on a deal to acquire **Affiliated Computer Services** in a cash and stock deal valued at approximately \$6.4 billion. Xerox expands its information and business outsourcing services with the acquisition of ACS under the deal, first announced in late September 2009. The company's healthcare services include benefits enrollment, billing and collection, and pharmacy benefits management.

IBM Corp. has announced it will acquire **Initiate Systems** the provider of record-matching technology to prescription drug and other key national health information network exchange systems

Concerro has announced it acquired **RES-Q Healthcare Systems** for an undisclosed amount.

HealthTech Holdings, parent company to **Healthcare Management Systems**, said it has acquired **MedHost**, a company that develops information systems for emergency departments.

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>

NEED TO BE HIRED WITHIN 2-3 WEEKS!

HIE Sales! NEW! A leading provider of HIS and ambulatory solutions is looking for a new business HIE Sales Manager to cover the Midwest. (*It's not the company that just came to mind.*) Candidates are needed who can demonstrate their ability to sell HIE solutions. Enterprise EMR sales executives are encouraged to call. This is an expansion position! Candidates who live in the following states are needed: TX, OK, KS, NE, IA, MO, SD, NC, MN, or WI. Strong base, over \$200K at plan. Need someone NOW!

EMR Sales! Major expansion! CCHIT certified ambulatory EMR vendor is searching for new sales executives. Company is building territories around "centers of excellence" where there are multiple customer reference sites. These positions are ideal for a successful EMR sales rep who wants to move into to a highly visible position at a \$200M a year company. (How is that a "small pond"? Call me and I'll tell you.) If you live in the Northeast, the Midwest, or the West (effectively, 75% of the country), call me. New release of product happening very soon! We've made placements with the company in the past year, and the reps are making big money. If you want to know how much money is "big money", ask me. You'll be pleasantly surprised.

HIS ENTERPRISE SALES! Looking for the chance to sell multi million dollar deals to hospitals? Here it is! Well respected healthcare IT vendor is searching for someone to call on large hospitals and hospital groups selling the company's *entire product suite*. Candidates need to demonstrate their ability to sell multiple applications to hospitals as well as their ability to meet big quotas (this one is pushing \$8M). *THIS* is a company that would provide a **highly competitive offer** for you to consider. Company has invested heavily in making sure they are at the top of the "Best" list. Multiple state territory in the Western US. Can have Face to Face interviews at HIMSS. How convenient!

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Clinical Product Manager! Let's cut to the chase. One of the largest companies in Healthcare IT is looking for a product manager with a clinical background (RN or PA-C). *VERY* visible position leading development of the company's next generation products. The company is pouring big money into marketing and product management initiatives. That means they are willing to invest in the best of the best in healthcare IT. Trust me, if you are a clinician with a product management background, you **DO NOT** want to miss this one. FANTASTIC compensation plan.

EMR Sales! Want a new job within weeks? CCHIT certified vendor is in hiring mode. The company has multiple positions open covering VA, NC, SC, GA, MS, LA, AR, and MO. Looking for someone who lives in one of the above states and who has sold ambulatory EMR. The company's bread and butter customers are the small to mid practices, but they are seeking people who can help add to their "large practice" client list. Background requirements are fairly simple: searching for candidates who have experience selling ambulatory software, preferably EMR. HIS reps who have sold to a practice as part of their sales cycle are welcome, too. We've made multiple placements with the firm. Product is very "sellable" and the reps we've placed are among the top producers!

RCM Sales! Company solidly entrenched in the Revenue Cycle space is expanding their sales team. They are trying to locate someone along the East Coast to call on hospitals. The company does tremendously well with community hospitals, but there are mid to large size hospitals, too. Candidates who have experience selling a claims, revenue cycle, or EDI solution are preferred. Candidates can almost live anywhere along the East Coast, but there is a preference for those who reside in the Northeast. Company offers stability, a strong uncapped commission plan, and a solid career path.

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