



THE MONTICELLO GROUP HOT JOBS!

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INSIGHT

Happy New Year!

You've heard me say it for months, and it is finally happening—jobs are opening, and not just onesies or twosies! Healthcare IT companies are investing heavily in their sales, marketing, and sales support teams as they ramp up for anticipated government funding. GREAT NEWS!

Also, to give you an idea of what your peers are saying, I thought I would share a few snippets from my calls:

- HIE is on the upswing. It **is** the cool new technology.
- CCHIT certification: it's either the most important thing or it means nothing. (Call or email me, and I'll fill you in...)
- Companies that most people are interested in talking to (based on my interview notes): Athenahealth, Relayhealth, Nextgen, and Healthland.
- Company that most people know nothing about but they still want to talk to them: Epic.

As always, 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!

RECENTLY COMPLETED SEARCHES

- Sales Director, TX
- Director of Marketing

IN CASE YOU MISSED IT....

AdvancedMD, a Salt Lake City-based provider of Web-based medical practice and revenue-cycle-management solutions, has purchased **PracticeOne**, a Somerset, N.J.-based electronic health-record provider.

A.D.A.M. Inc., an Atlanta-based provider of health information services and benefit management solutions, has promoted Chief Financial Officer **Mark Adams** to the position of president and CEO, effective immediately.

Nuance Communications, Burlington, Mass., has acquired an English company that specializes in writing software that translates voicemail messages into texts and e-mails. **SpinVox**, based in Marlow, England, has struck an agreement to be acquired by Nuance for \$103 million.

Lawson Software, a St. Paul, Minn.-based software firm, has announced plans to pay \$160 million to buy **Healthvision Solutions**, a Dallas company.

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! 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! Company will consider people with one of the following backgrounds: HIE sales experience, full HIS sales experience (complex sales environment), or ambulatory EMR sales (if to RHIOs, etc.) Candidates based in the following states are encouraged to call: FL, SC, NC, VA, PA, MD, DE, NY, CT, MA, VT, MO, KS, NE, IN, IL, WI, MN, RI. We’ve made placements with the company, and all those placed are very happy! FANTASTIC base and aggressive commission plan!

EMR Sales! Major expansion! CCHIT certified ambulatory EMR vendors are searching for new sales executives. Both companies are 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 company where they will be a big fish in a small pond. There is a tremendous amount of visibility within a company that does over \$200M a year. (How is that a “small pond”? Call me and I’ll tell you.) If you live in TX, OK, KS, CO, UT, OR, NV, NY, CT, RI, MA, NJ, VT, NC, SC, GA, PA, NJ, MD, or CA, call me. New release of product happening very soon! We’ve made placements with both companies 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.

Vice President Sales! Another provider of HIE solutions is searching a RVP to lead a team of 5-7 sales executives. It is an expansion position! Candidates need to demonstrate their ability to effectively lead sales teams and to sell HIE solutions. Open to candidates in MN, WI, IA, NE, KS, MO, IL, IN, MI, OH, and KY. Company offers stability, a strong compensation plan, and a solid upward career path.

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ALERT! Payer Sales! FACE TO FACE INTERVIEWS WILL OCCUR WITHIN TWO WEEKS! Young company (but not startup) has secured multiple key customers recently, and they are in growth mode. 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. **OTE is \$300K!**

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 all things financial and clinical. The 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 and intriguing offer** for you to consider. Company has invested heavily in making sure they are at the top of the “Best” list. Nationwide search. Multiple state territory.

Physician Consultant! Last chance! HIS vendor is searching for an MD to join their sales team. Physician Consultant will be responsible for garnering physician support and votes from potential customers. It is a highly visible position within the sales organization. Requires either: someone who has practiced medicine recently in the US and who has exposure and hands on experience with informatics, or an MD who is already working for a Healthcare IT vendor. 60% travel. Great base plus strong bonus. Face to face interviews next week. Call now!

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