



# HEALTHCARE IT

## PROMOTING INNOVATION WITH REMARKABLE TALENT

Our National Healthcare IT Practice is recognized as an industry leading group of Executive Recruiters with an impeccable reputation of credibility, marketplace expertise, and consistent pulse on top tier talent. We are focused on emerging to middle market growth companies nationally. Our success is attributed to our detailed process oriented approach, personalized style, urgency and incredible ability to thoroughly understand both our clients and candidates most unique needs ensuring the right fit the first time. Our clients range in specialty and are innovators in their space. Client companies are focused in different parts of Healthcare IT including: Population Health Management, Patient Engagement, Clinical Workflow Solutions, Healthcare Information Exchange, Revenue Cycle Management, Healthcare Information Systems, Enterprise Clinical Communication Systems, EHR and more. Our Healthcare IT Recruiters are the experts in finding the healthcare IT industry's most sought after organizations and elite candidates in all of the following functional roles:

## OUR HEALTHCARE IT PLACEMENTS INCLUDE:



### Leadership

- CTO
- CRO
- CIO
- Head of Client Success
- VP/Director of IT
- VP of Engineering
- VP of Marketing
- VP of Professional Services
- VP of Sales
- Director of Information Services
- Director of QA



### Individual Contributors

- Regional Sales Manager
- Enterprise Account Executive
- Account Executive
- Sales Director
- Regional Sales Director
- Business Development
- Partner Development
- Channel Sales
- Solution Consultants
- Product Management
- Client Success
- Account Manager

# EXECUTIVE SEARCH FOR THE HEALTHCARE IT

## KNOWING IS **THE WHOLE BATTLE**

Qualified, job-ready talent is essential to overcoming the challenges enterprises face, so you deserve a search firm with an understanding of both the happenings in your industry and your company's strategic priorities. At Newport, not only do we stay involved in the industry, keeping an eye on investment trends, technological advancements and "who's who", but we also utilize a **proven, proprietary search process** that ensures our candidates don't just fill an open position, but continually contribute to your business' long-term success.

## THE NEWPORT GROUP'S SMART SEARCH PROCESS™

**S**

**SPECIFY** - The first step we take is to define particulars—not just for a role, but your company, its mission, and your business goals. We work with you to establish the objectives and specifications of the position and to understand the character and culture of your organization. This way we have a thorough understanding of what you do and don't want, and how best to present your opportunity to candidates in the next step.

**M**

**MARKET** - We use a unique combination of research and recruiting tactics to find, attract and bring in professionals who not only meet the skills, experience and vision you require, but are ready and able to make their next career move. Industry and competitor analysis, an extensive referral network, and hyper-targeted social media engagement are just some of the tools we use to acquire **the right fit** for your organization.

**A**

**ASSESS** - Every candidate we choose for this step undergoes a comprehensive interview and career evaluation. We thoroughly examine their work history and a myriad of professional criteria, from awards and accolades to passions and ambitions. **We also become your champion**, highlighting the opportunities and benefits associated with your company, all to establish that the caliber and objectives of the professionals we present will meet, if not exceed your expectations.

**R**

**REFER** - Once the assess step is complete, we present a detailed summary of the **most qualified, well-suited candidates** in the market, and provide intelligent, realistic direction moving forward. We know these final steps can be difficult for both employees and companies, so we make it as easy and clear as possible, offering both parties practical negotiation guidance, coaching candidates through their transition, and maintaining communication throughout the hiring process.

**T**

**TRACK** - Our clients aren't just another fee, they're long-term partners, and our relationship doesn't end after an accepted offer. We assist in resignation and on-boarding processes, and provide consistent, hands-on follow up well after the start date to **ensure a smooth transition** for you and your newly hired talent. Bottom line, our goal is to help your organization achieve enduring prosperity with successful placements of qualified, experienced industry leaders.

## GET TO KNOW A TEAM MEMBER



**BETH FLOHR**  
Director, Healthcare IT  
& Emerging Technologies

☎ 760-274-0127

@ bflohr@newportsearch.com

Passionate, driven, and focused on making the right match the first time, Beth Flohr excels in understanding the nuances of her clients' businesses. Based in San Diego, running a National search practice, she partners with high growth technology companies "dynamic organizations with passionate people" specializing in building sales organizations and leadership teams.

### PLACEMENTS BETH HAS MADE

- SR. VICE PRESIDENT OF SALES  
SAAS REAL TIME CLINICAL  
DECISION SUPPORT
- REGIONAL VICE PRESIDENT  
CARE COORDINATION &  
PATIENT FLOW SOFTWARE
- REGIONAL SALES DIRECTOR  
EHEALTH, POPULATION HEALTH,  
PRECISION MEDICINE
- SR. SOFTWARE ENGINEER  
CLOUD BASED EHR &  
BILLING SOFTWARE

Go to [www.newportsearch.com](http://www.newportsearch.com) and learn more!

**N THE NEWPORT GROUP**

175 Calle Magdalena, Encinitas, CA 92024

[www.newportsearch.com](http://www.newportsearch.com) ▪ 760-274-0127 ▪ [bflohr@newportsearch.com](mailto:bflohr@newportsearch.com)

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