

Principal — Client Services

Overview

The Principal — Client Services position at Divurgent is an incredible opportunity to join a dynamic, growing healthcare technology consulting services firm.

The Principal will be responsible for delivering high-value outcomes to payer clients by overseeing engagements which include everything from advisory engagements to data integration to large go-lives. They will develop strong client relationships while delivering and executing on projects.

This Principal has an incredible opportunity to make an impact and influence Divurgent's strategic direction through developing more offerings.

A key part of this role is having an "entrepreneurial focus", identifying revenue opportunities, and building solutions to meet client needs.



Quality is important to the Divurgent culture; this position is outward facing, responsible for driving client satisfaction in support of remaining in the top 3 of KLAS ratings.

Key priorities:

- Help clients define and evaluate corporate and business strategies
- Be a thought leader and subject matter advisor in technology
- Lead the development of Divurgent's solutions and innovations
- Strengthen and differentiate the Divurgent brand
- Provide guidance on quantitative and qualitative analysis to drive outcomes
- Build strong client relationships
- Architect and deliver solutions and services
- Provide sales support in the payer area

The Qualified Candidate



Minimum Qualifications:

- Bachelor's Degree
- 10+ years of experience in the business of healthcare
- Comprehensive understanding of the healthcare landscape
- Excellent working knowledge of evolving reimbursement landscape and the practice management environment
- Proven ability to identify the need for change, anticipating, recognizing, and creatively resolving resistance to change
- Work with others to view change as a positive challenge and opportunity for growth

Procedure for Candidacy



Interested candidates should apply online at kirbypartners.com.

If you would like to have a confidential, informal conversation before applying please contact us.

Final candidates should expect two interviews with Kirby Partners recruiters (including a video conference interview). You may be asked to complete an Executive Profile and submit references to be considered for presentation to the search committee.

Contact:



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About Us

Most healthcare organizations struggle to effectively hire key executives. As the leading healthcare technology retained search firm, Kirby Partners is the solution for organizations who want to “Hire for Impact.”

We're a *Forbes*' America's Best Executive Search Firm and have partnered strategically with healthcare organizations across the U.S. since 1989. Our headquarters is located in Lake Mary, FL.



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