

Client Assessment:

Digestive Health and Nutrition
Moon Township, Pennsylvania



Submitted by:

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In over 30 years of service to the healthcare industry, Merritt Hawkins has developed an industry-leading physician search process built around market knowledge, personal, on-site service, and continuous communication. In the following client assessment, Colleen Jakubovic, Administrator of Digestive Health and Nutrition in Moon Township, Pennsylvania, discusses how Merritt Hawkins' unique recruiting process was successful for her group.

“The timing of our recruiting efforts limited the candidate pool from which we could choose. It was January, and most GI fellows expecting to graduate in early summer had already committed. The pool of seasoned gastroenterologists looking to move to the area was also very limited. Our typical recruiting efforts had been unsuccessful, and we did not have the luxury of an on-staff dedicated recruiter.

We had no previous experience with recruiting firms, so we were a bit apprehensive to sign a contract without having first-hand experience. Merritt Hawkins quickly put us at ease, guiding us through the initial process by interviewing key people within the organization to determine our priorities; and understand what we wanted in a partner in terms of work ethic, personality, and level of experience. Their expectations of us were clear. Their recommendations were substantiated by current, as well as historical, facts and data. They maintained a continuous level of communication, which provided a very defined sense of the expected outcome.

The confidence and professionalism of the Merritt Hawkins recruiting team put me at ease from the start. Their perspective on what type of candidate we were searching for was clearer than any one of ours, because they took the time to dive into the details and thoroughly understand our goals both as individuals and as a group. **They were incredibly thorough in their research of our practice**, the physicians, and our candidate wish list, and ultimately this is why I believe they were so successful.

I have recommended and will continue to recommend Merritt Hawkins to colleagues. Their staff are personable, professional, available and thorough. I would absolutely work with Merritt Hawkins again. In fact, we are currently partnering with Merritt Hawkins to add another gastroenterologist by summer of 2019.