

CASE STUDY

Hiring a Chief Medical Officer for a Healthcare Provider



About Client & Background

- A healthcare provider that offers free primary care (consultations and diagnostics) plus a cashless insurance cover.
- Their model vertically integrates hospitals and underwriting risk, flipping these incentives.

Job Role

Chief Medical Officer

Client Brief & Job Description

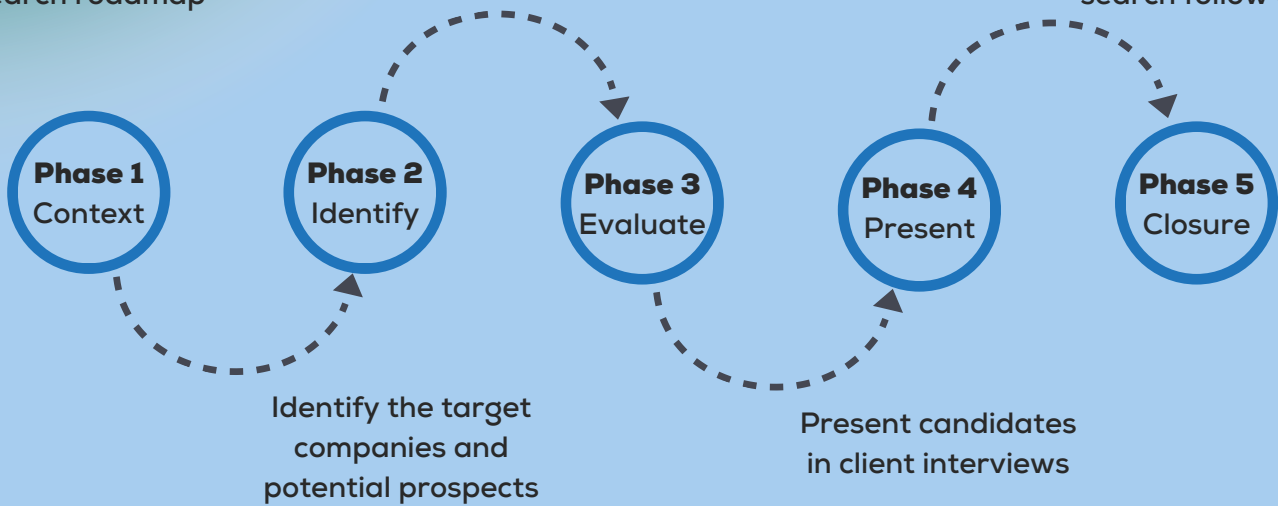
- This was one of the most important roles for the organization.
- To be a crucial part of the leadership team and drive any interventions the company makes for managing the health of the members.
- Clinical outcomes and Risk management, Clinical experience management, organization building.

Search Process

Assess needs and develop a tailored search roadmap

Attract & evaluate candidates

Complete the search and post search follow up



Outcomes

30 companies targeted

46 candidates identified

5 candidates shortlisted

8 weeks to complete the assignment

Value Delivered

Chief Medical Officer is a highly specialized talent pool, thus there are a very few people who fit the criteria that the client was looking for.

We used our connections and deep understanding of the health care market to headhunt the perfect candidates.

About Ishwa


"Ishwa" means Leader in Sanskrit.

Ishwa Consulting is a boutique leadership consulting firm focused on Executive Search, HR Advisory and Leadership Development. We help organizations dramatically improve performance through focus on leadership & talent. We align ourselves to client goals and are relentlessly focused on their success.

Our clients work with us for our ability to solve difficult searches and find best fit candidates for them. Knowledge of and access to a senior talent pool backed with a rigorous search process is enabling us to disrupt the executive search market. We are proud to have done over 150 high quality searches over the past three years that have contributed to distinguished careers and successful companies.

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