

Leading Healthcare Transformation

DCCS Nursing Service Line Partner Position Summary

Service Line Partners have responsibility for the management of complex client engagements with a command of best practices and performance metrics across our clients that range from large academic medical centers to small rural hospitals.

As a Service Line Partner, you will lead teams specializing in optimizing nursing performance and designing comprehensive initiatives to bring about operational improvement for our clients. Specifically, we are looking for experienced consultants who have a track record of leading Nursing Services transformation, and labor and productivity assessments, crafting data-driven solutions and best practice recommendations, and collaborating with clients to implement changes.

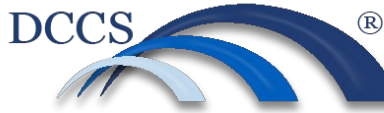
Partners are leaders within the firm and viewed by clients as the go-to contacts and problem solvers during engagements. The ideal candidate will have strong management and consulting experience in acute care, including procedural areas, performance improvement, and/or health system operations, and be able to effectively oversee large-scale, complex improvement engagements.

CORE QUALIFICATIONS:

- BA/BS in Nursing with a Masters in Business, Health Administration, Nursing or related degrees
- 6-8 years of Chief Nursing Officer Experience or equivalent leadership experience
- Consulting experience
- Strong knowledge of the healthcare industry, leading edge nursing practices, and passion for patient-centered care
- Demonstrated record of successfully networking, marketing and managing engagements.
- Demonstrated skills in solving complex problems, directing and managing individuals, and completing challenging projects.
- Experience in managing multiple engagements simultaneously, including work plans, deliverables, budgets and schedules, and accounts receivable
- Experience with staff development, coaching, and retention, with a refined ability to provide constructive and timely feedback
- Excellent analytical skills, entrepreneurial spirit, and self-starter.
- Strong written and verbal presentation skills
- Willingness and ability to travel

Potential responsibilities

- Lead engagements and assume ultimate responsibility for delivering high-quality client deliverables.
- Work with the client to articulate issues requiring attention, and develop processes and work plans to address identified issues.
- Contribute to the firm's growth by identifying and pursuing follow-on and new-business opportunities
- Coach and mentor staff, write and deliver performance reviews, and assist with recruiting new consultants.
- Lead meetings and presentations for senior client leadership.



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- Manage the preparation of complex proposals.
- Oversee the design and implementation of recommended solutions.
- Establish firmwide thought leadership and methodologies within your specialty.
- Be a leader within the firm and contribute to the firm's culture and success.

Value Proposition (Per Partner Agreement)

- + The Opportunity to build your service line practice, as the lead service line Partner, under the DCCS brand, in collaboration with other healthcare entrepreneurs and companies, on an established +10-year marketing and administrative platform
- + The Opportunity as the lead service line Partner to participate in contract pricing and expense budgeting prior to the execution of a contract with client.
- + The Opportunity to participate within a DCCS “Multi-Services Project” e.g., when more than one service line is participating in a single client contract.
- + DCCS will provide service line product development and marketing support consisting of marketing strategy and product development plans, targeted marketing campaigns, marketing support to include design, content development, and distribution of digital marketing messages, inclusion in DCCS website, and access to such other internal marketing support as DCCS provides to other DCCS service lines
- + DCCS will provide services for website and email hosting, business cards, and video conferencing at no cost
- + Participate in DCCS's Partner Council bi-weekly meetings to foster networking, relationship building, business development and contribute to the teamwork and inclusionary culture of the Company.
- + DCCS will provide business support services to include client billing, accounting, banking, budgeting.
- + DCCS provides Errors & Omissions, and General Liability Insurances at no cost.
- + DCCS works with a general percent allocation rule of 80% of gross project revenues to support all professional fees.