

CUSTOMER CENTRIC VS. CANDIDATE CENTRIC

Why not both?



delta physician placement

Experience the difference in a customer centric and candidate centric approach to recruiting:

DELTA PHYSICIAN PLACEMENT

- On-site profile of the facility
- Post-profile summary to ensure the right candidates are procured and presented
- Candidate's interest in facility's opportunity verified
- Negotiate in the interest of the **facility** (placement fee amount is fixed)
- Customer service survey administered to all facilities and candidates
- In-house travel department coordinates travel
- Weekly communication & job updates from dedicated recruiter
- Recruiter is held accountable for results specific to the hospital or facility
- Minimal Risk = Greater Chance of Reward

CONTINGENT FIRMS

- Firm makes no investment of time or money in opportunity
- No intimate knowledge of the position
- Candidate's interest in customer's opportunity not verified
- Negotiates in the interest of the **candidate**
- No customer service survey conducted & no feedback on how to improve representation of position
- Travel burden taken on by facility
- Recruiters are working 50+ positions per specialty on average
- A single recruiter manages 100+ facilities
- No accountability to any specific facility
- No Risk = Little Chance of Reward

Delta Physician Placement works
on behalf of healthcare
facilities nationwide...

OUR CLIENTS

to locate, qualify, and present
motivated healthcare providers
to fulfill time sensitive needs.

We negotiate with
your best interests in mind.

