

CUSTOMER CENTRIC VS. CANDIDATE CENTRIC

Why not both?

**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.**

