

# **St. Joseph Hospital of Orange**

## **Physician Relations Specialist**

Reports to Director, Business Development

### **Description:**

Responsible for enhancing physician awareness of hospital services and building related volume through the retention of existing medical staff and redirection of physicians within the hospital's primary and secondary service area, to foster loyalty and improve physician satisfaction. Efforts include one-to-one physician and office staff interaction; development and maintenance of physician activity and trends; recommendation and coordination of specific initiatives to attract and retain targeted physicians; collaboration with service-line staff, including personnel within the medical group and affiliated physicians; and identification of recruitment, retention, redirection opportunities requiring further intervention.

### **Qualifications:**

- Knowledge of managed care is required
- Experience in working with other health care professionals in the development of business relationships
- Recruitment of new business and working effectively in a multi-ethnic/multi-cultural environment Organization
- Sales/promotion techniques
- Experience in and knowledge of current physician market
- 3 years related health care experience
- 3 years experience in sales

For anyone interested in this position, they should contact St. Joseph Hospital Human Resources at (714) 771-7607