



Health Plan/
Payer Practice

Direct Recruiters has been recognized as the relationship-focused search firm that assists Healthcare IT & Health Plan/Payer software and services vendors with recruiting, acquiring and retaining high-impact talent for critical positions. We have been a trusted partner for some of the most progressive companies in the industry.



Direct Recruiters specializes in recruiting, staffing, search and consulting solutions for the Healthcare Information Technology (IT) Industry.

As an executive search firm, Direct Recruiters works with renowned companies that focus on the following areas:

- Payer/Payor
- Patient Engagement
- Population Health Management
- Core Administration
- Claims Management
- Member Management
- Financial Management
- Web Portal Systems
- BI (Business Intelligence)
- Medicare Medicaid Management Consulting
- HIE (Healthcare Insurance Exchange)
- ACO (Accountable Care Organization)
- PPO (Preferred Provider Organization)
- HMO (Health Maintenance Organization)
- TPA (Third Party Administrator)
- Claim Remittance
- Electronic Payments
- Claims Payments
- Claim Adjudication
- Payment Integrity
- Predictive Analytics
- Big Data Analytics
- Health Claims Auditing
- Disease Management
- Care Management
- SaaS (Software as a Service)
- Data Warehousing
- HEDIS Reporting
- Behavior Management
- PBM (Pharmacy Benefit Manager)
- Fraud and Abuse
- Medication Adherence
- Reimbursement
- Cost Management

The DRI team is comprised of Healthcare IT Senior Recruiters and Research Associates who have a thorough understanding of the Healthcare IT industry and current job market. On a daily basis, we are in contact with executive management, hiring authorities, and human resource managers looking to fill open positions with professionals in these areas:

- CXO
- VP Sales
- VP Professional Services
- VP Engineering
- VP Operations
- Sales Manager
- Project Manager
- Sales Representative
- Pre & Post Sales Support
- Account Manager
- Marketing Manager
- Product Manager
- IT Director
- Implementation Consultant
- Business Development
- Channel Partner Director
- Inside Sales Director
- Pre & Post Sales Engineer
- Healthcare IT Director
- Chief Medical Information Officer
- Senior Business Analyst



For more information, please contact:

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Here's what clients had to say about Direct Recruiters and Kasey Fahey:

"I first met Kasey at a conference about 5 years ago where I was manning a booth with colleagues. She approached us to exchange business cards and introduce herself, and she impressed me with how polished and professional she was. Since then, Kasey has done an excellent job keeping in touch with me, which led her to placing me in my current position at xScion. The whole process working with Kasey was great, and I am really enjoying my position with xScion. In my field, good sales people know the importance of building relationships, finding pain points and challenges, and talking about how they might be able to help- Kasey exemplifies many of these things that I do in my career. Across the board, it has been a really great experience working with Kasey at DRI."

Paul McBride, Client Partner-Healthcare
xScion

"Kasey provided quality candidates to us and was very responsive to us and our needs in terms of timing and follow-up. I have already recommended Kasey and the team at DRI for various reasons. They take the time to understand your business and your specific needs, they ask good questions about the individual you are looking for, and they do a nice job of honing in on the right candidates. Kasey and her team do true recruiting and find the people who are successful in current positions and get them engaged for a new opportunity."

Will Sigsbee, CEO
Medicom Health Interactive

"Working with Kasey and the team at DRI exceeded my expectations. There was never a question as to where we stood in the process or what was happening. Kasey and the team were always keeping me in the loop with preparation and what to expect next. I was impressed with the teamwork DRI displayed, as I also interacted with Mike as well at times. The group together made sure that I was informed, and always knew what was going on from all sides, which was fantastic."

Bruce Hunt, Director, Value Based Care Operations
ZirMed

"I recently had the opportunity to work with Kasey on a Senior Executive role. She was outstanding to work with during our recent engagement and worked her tail off. From this point on, Kasey and the Direct Recruiters team will be the first ones we go to for future staffing needs. She sold me on her work ethic, follow-through and great candidates."

Darin LeGrange, CEO & President
Aldera

"Mike and Kasey, it was a pleasure partnering with Direct Recruiters on our recent search for a sales executive. I have worked with many search firms in the past and Direct Recruiters stands out from the others in so many ways.

- You provide responsive, personal service.
- You submitted high quality and sufficient number of excellent candidates.
- You were persistent through a lengthy and difficult recruitment.

Thank you for the hard work your outstanding team dedicated to our search. We won't hesitate to utilize your services again in the future when the need arises."

Lisa Heflin, Director, Human Resources and Talent Acquisition
Medisolv, Inc.

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