

## **NEW POSITION AVAILABLE WITH THE DORENFEST GROUP**

**JOB TITLE: MANAGEMENT CONSULTANT**

**WORK LOCATION: BEIJING, SHANGHAI**

### **COMPANY INTRODUCTION**

The Dorenfest Group, a Chicago-based healthcare investing and consulting company, and its predecessor corporations have provided leading edge improvement services to Hospitals and Health Bureaus in many countries around the world. Its founder, Mr. Sheldon I. Dorenfest, has managed a series of very successful healthcare improvement businesses. He is one of the world's foremost experts in healthcare systems improvement, and has personally consulted with the governments of the U.S.A., France, England, Australia, and Canada, on a variety of healthcare issues.

The Dorenfest Group made a thorough investigation of the China healthcare system in 2004 and 2005, including visiting 17 Chinese cities to meet provincial and city health bureau leaders, seeing over 100 hospitals, and evaluating a group of hospital management and ownership opportunities. In 2006, the Dorenfest Group developed a two-phase strategy for creating a business in the China healthcare industry. In Phase 1, we are offering consulting education and training services in change management and health information technology use. After gaining experience in doing business in China, we will start our Phase 2 efforts to invest in major healthcare projects. We are now in Phase 1, which began in 2006 with the formation of the Dorenfest China Healthcare Group, a WOFE offering consulting services to Chinese hospitals and health bureaus.

Over the last four years, we have made substantial progress in helping Chinese hospitals and health bureaus with their process improvement, change management IT planning and implementation. Examples of major clients include the following organizations:

#### **HOSPITALS**

- **Peking University Third Hospital**, Beijing, China
- **Foshan City First People's Hospital**, Foshan City, Guangdong, China
- **Shanghai Changning Maternity and Infant Health Institute**, Shanghai, China
- **Rizhao Peoples Hospital**, Rizhao City, Shandong, China

#### **HEALTH BUREAUS**

- **Shenzhen Health Bureau**, Shenzhen, China
- **Chongqing Health Bureau**, Chongqing, China
- **Hong Kong Hospital Authority**, Hong Kong, China

#### **COMPANIES**

- **Microsoft China**, Beijing, China

- **Philips Healthcare China**, Shanghai, China
- **Sincere Pharmaceuticals**, Nanjing, China

Our work with these clients has been comprehensive and extensive, and we have usually performed multiple projects for them. In addition to the clients listed, we have worked with about a dozen other organizations in China. Our services are very much appreciated by all of the clients we serve. This has been and will be a critical element of our strategy for building our business in China.

The services we provide are unique, and the market for these services is in the early stages of its development. We are now in the process of building our staff to take advantage of the opportunity before us. As the market develops and grows, we are and will be the leader.

Our current growth has created the need for several positions. We think we offer a unique opportunity for applicants to help China reform its healthcare system, while building a very successful career and developing new skills. We encourage talented people who share our vision to respond to our need and apply for a position to join our company.

## **MANAGEMENT CONSULTANT JOB DESCRIPTION**

The growth of our business in China has created the need for additional consultant talent to handle our new clients. Applicants should have a keen interest in helping healthcare organizations to improve their work processes, management systems, and services to patients. Applicants should possess the following characteristics:

1. An inclination to want to help improve the China healthcare system, and a desire to work very closely with hospital and health bureau leaders to help them accomplish their goals
2. An eye for and experience in identifying and solving problems that allow improvement to take place
3. A desire and ability to learn new skills
4. Some experience, as well as inclination and desire, in management engineering techniques to identify and solve work process management systems and service to patient problems
5. Some experience in project management
6. Some experience in information technology and its use in Chinese hospitals
7. Some experience working as a physician in a Chinese hospital

Applicants for this position will have the opportunity to help the project managers to run company projects in China and to grow into a leadership role within the company. Some responsibilities of the job include:

1. You will have the opportunity to help the project manager to manage company projects and produce superior results in terms of client satisfaction while managing projects within their budgets.

2. You will be involved for sales support for selling additional project work to clients whose projects you are involved in.
3. You will have the opportunity to work closely with the leadership of the company.
4. You will be responsible for providing regular status reports in order to align your work with the company standards for performing its work.
5. You will be responsible for training the consultant trainees and other personnel who support your work.
6. You will be measured by the satisfaction of the client, the results of the project against project objectives and the project manager's appraisal.

## **QUALIFICATIONS**

Successful candidates will have the following qualifications:

1. You will love to work hard and create new ways to do things.
2. You will love the fast-paced, independent, accountable environment of our startup company.
3. You will have the following things in your work experience background:
  - Experience and interest in the China healthcare industry
  - Some management consulting experience
  - Some work experience in Chinese hospitals
  - Some experience in process analysis work and problem-solving
4. You will be a bright and driven person with a strong desire to see improvement in the China healthcare system, and a strong interest in hospital operations improvement.
5. You will have at least three years of work experience, some of which is preferably in the healthcare industry in China, and some consulting experience in your background.
6. The ideal candidate will have an MBA, PhD, or some combination of other degrees that shows a strong desire to pursue educational and personal development.
7. The successful candidate will be fluent in both English and Mandarin Chinese.
8. The successful candidate will be an intelligent, self-motivated, independent, creative individual with excellent academic and career accomplishments.

If you are interested in exploring this position, please send your English and Chinese resume and a cover letter explaining why you are interested in the position and in working at the Dorenfest China Healthcare Group to [dorenfest@163.com](mailto:dorenfest@163.com).