



The **Kensho** Group  
Enlightened Human Capital Solutions

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### **KENSHO PRESIDENT LAUNCHES RECRUITING INSIGHT BLOG**

*Medical Device Search Firm Principal Shares Insight in Blog for Industry, Hiring Managers*

Aug. 5, ALLENTOWN, Pa.—Jay Kshatri, the president of The Kensho Group, a medical device executive search firm, today announced the launch of his new industry blog, “The Thoughtful Recruiter,” published at <http://jaykshatri.wordpress.com>.

Giving The Kensho Group a personal voice, Kshatri’s “The Thoughtful Recruiter” shares insight, ideas, expert articles and news about the recruiting and medical device industries with hiring managers, candidates, and other recruiters.

In Kshatri’s first post, he shares the secrets to a successful recruiting relationship. “The answer to recruiting success is *quality*—a very good recruiter, not a lot of so-so, under-qualified ‘discount recruiters’—*collaboration*, real time communication and feedback between hiring managers and recruiter, and *commitment*,” he writes. The ideal relationship between recruiter and hiring manager is “a partnership [that] is a two-way street with mutual commitment on both sides.”

Kshatri’s recruiting background and the basis for “The Thoughtful Recruiter” are supported by his 20-year corporate foundation in executive and senior management level positions within leading edge technology companies. His experience includes positions as Vice President and General Manager of the Physical Sciences Division at BTG, Inc. (Medical Lasers, DNA Separation, Cardiac Monitoring, and Artificial Joints).

The Kensho Group’s president believes his background and experiences as a hiring manager allow him to understand clients' challenges, develop solutions, and advance the careers and goals of forward-thinking companies in the medical device space.

“My experiences taught me that while product, promotion and operations are valuable tools, the quality of the people working for you—and with you—are the greatest single criteria for success,” Kshatri says.

To read more on Kshatri’s thoughts on the medical device and recruiting industries, visit “The Thoughtful Recruiter” blog at <http://jaykshatri.wordpress.com>.

**About The Kensho Group:** The Kensho Group is a high integrity search firm specializing in the cardiovascular, neurologic, and ophthalmic medical device areas. An independent affiliate of the MRINetwork™, one of the world’s largest and most successful recruitment organizations, The Kensho Group leverages the dedication and attention of a small business with the combined power, reach and resources of a global corporation. For more information about The Kensho Group and its clients, candidates, and search process, visit [www.thekenshogroup.com](http://www.thekenshogroup.com).

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