

# The Kensho Group

## Medical Device Executive Search Firm

*Insightful Recruiting for Medical Device Executives - Specializing in Cardiovascular, Ophthalmology, and Neurology*

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### Securing Talent for Your Business

The Kensho Group works with a variety of Medical Device clients in the Cardio, Neuro, and Ophtho areas to locate the right talent to grow their businesses. The opportunities listed below are only a sampling of what we are working on this month.

In these difficult times of doing more work with fewer people, it is clear that having the absolute **best expertise** on your team is critical to your business' success. Let us bring you those experts!

We spend all day every day talking to top performers in your industry - people who are creating value for their companies - your competitors. These professionals are working hard and not spending time looking for new opportunities, but they are open to a change if the right career move comes along. We can introduce you to these talented individuals in our focus areas of Clinical, Regulatory, R&D, Sales and Marketing.

To learn more about Jay Kshatri, President & CEO of The Kensho Group, **visit his LinkedIn page**, or **read his Bio**.

## **NEW!** The Kensho Group: Now Providing Contract Staffing Resources

As we start to see some early signs of improvement of the economy, and although the environment remains difficult, many companies are positioning themselves for the inevitable growth phase that will emerge from this downturn.

We find that Contract Staffing allows our clients the opportunity to augment their staffs and seize opportunities to grow their business in this challenging economic downturn, yet lower their risk.

As a **Medical Device Executive Search Firm working on a national level and focusing in Clinical, R&D, and Regulatory personnel**, we are able to provide you with exactly the right type of individual you seek for short to long term contracts. Using contractors is an ideal way to add the extra horsepower to a critical project, augment the team with a critical but time-limited skill, or to carefully evaluate someone in a contract - to - hire scenario.

With the backing of our \$B parent company - CDI / MRI - we are able to provide a full back-office function - and thereby provide you with contractors working on a W-2 basis or Corp-to-Corp - whatever works best for the employee. W-2 employees working through our firm and MRI Contract Staffing also get access to key benefits such as medical insurance and 401K plans that allow them to enjoy a more traditional work experience while on a contract assignment at your firm.

### Our Contract Staffing solutions include:

- Contract/Project Staffing
- Interim Staffing
- Temp to Hire
- Contract Conversion

## Reasons to Use a Contractor

**Contract staffing is the perfect solution for any employer/company who finds themselves in the following situations:**

- **Critical Project Need:** You have critical business project or challenge that requires additional expertise or headcount.
- **Interim Staffing:** You are looking for a full-time permanent employee but need someone to cover the gap in the interim.

## [Questions About Pricing](#)

Not sure about the numbers - bill rate, pay rate and cost of a contract professional? Contact us for an illustrative example We would like to discuss how The Kensho Group can help augment your team's capability with our Contract Staffing service.

Lets arrange for a brief discussion.

## [Link to Our Expertise](#)

[The Kensho Search Advantage](#)  
*The Right Partner Makes All The Difference*

[Resources for Clients](#)  
*Recruiting services to help you succeed*

[The Kensho Group Search Approach](#)  
*Insight, Expertise, and a Comprehensive Process*

[Help for Candidates](#)  
*Resources to upgrade their career*

[Helpful Links & Downloads](#)  
*Articles, Hiring Tips, and Industry Links*

## [About The Kensho Group](#)

The Kensho Group is a high-integrity executive search company, specializing in providing management and executive recruiting services for Medical Devices companies throughout the US as well as globally.

We focus on Cardiovascular, Neurological, and Ophthalmic companies needing executives, managers, and specialized talent with technical knowledge in areas such as Clinical and Regulatory Affairs, Research & Development, and Sales. Our clients include small to mid-size firms as well as Fortune 500 companies.

We are dedicated to continuous improvement, a strong relationship-driven approach to recruiting, and best-in-class practices that will

- **Temp:** You have a need for a temp employee to cover for an absence or leave.
- **Flexible Workforce:** Your business is cyclical and requires a flexible workforce.
- **Payroll an Internal Candidate:** You have internally located a candidate and would like time to evaluate their skills before extending a permanent position.
- **Convert 1099:** You need to convert 1099 independent contractors to W-2 employees due to an IRS crackdown

## Why Choose The Kensho Group?

### It's About Trust

Our Search Consultants, bound by our Mission & Guiding Principles, use a consultative approach grown from our experience as Direct Placement professionals. Even though contract employees may not be permanent additions to your team, they still impact your business and culture. Therefore, we incur the expense to interview; reference check and background check each and every candidate that is placed on a Contract Assignment - NO Exceptions.

### It's About Time

Our Search Consultants are industry experts, allowing them to quickly deliver experienced talent ready to make an immediate impact on your business. In fact, most of the candidates we place on Contract Assignment are either contract professionals that we work with on an ongoing basis, or Direct Hire candidates that we have relationships with.

### It's About Talent

We've got the ability and capacity you need to take on the challenge. Highly-skilled professionals from a key Medical Disciplines: Clinical Affairs, R&D, Regulatory Affairs, Project Management, Marketing, and Sales. Our Practice groups work together and overlap where needed to deliver just the right talent, where and when you need it.

## Advantages of Contract Staffing

### Pinpoint Expertise

- We send you experts who have the experience you need - you get the expertise where you need it immediately.

### Reduced Risk & Overhead

- Contract employees are a shedable workforce. Not only do you forego the expense of hiring, but your cost is variable rather than fixed.

### No Payroll or Payroll Burden Expense

- As employer of record, we handle all payroll functions and pay all burdens, including payroll taxes, as well as professional and general liability insurance, workers compensation and unemployment benefits.

### Temp to Hire

- Audition talent for a permanent position open in your company.

provide exceptional value-added services to each and every client and candidate.

**Kensho:** 1. path to enlightenment  
2. wisdom-insight for long term transformation

## Contact Us

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# Contract Staffing Support

Supported by MRINetwork, a leader and innovator in recruitment for more than 40 years, The Kensho Group will be able to take the hassle out of your contract staffing requirements by:

- Acting as the employer of record
- Covering Liability Insurance and Worker's Comp Insurance
- Handling all compensation issues
- Managing contractor's benefits
- Invoicing weekly