



THE KENSHO SEARCH ADVANTAGE

Enlightened Medical Technologies Recruiting

Jay Kshatri BIO

Jay Kshatri is President of **The Kensho Group, Inc.**, a Recruitment Solutions leader within the Medical Technologies Industry. The Kensho Group has the ability to work on a global level and effectively execute any assignment from Senior Professional to C-Level.



Having been a senior level General Manager for many years in the High Tech and Medical Technologies development world, Jay has specific knowledge of the value of talent across many functions including Hardware and Software Engineering, Research, Clinical and Regulatory Affairs, Information Technology, Program Management, Business Development, Technical and Product Marketing, Finance, and Sales. His business network includes a wide variety of companies from entrepreneurial organizations to Fortune 500 companies as well as top talent across the industry. Jay's extensive experience allows him to understand clients' challenges, develop solutions, and advance the careers and goals of individuals and forward-thinking companies.

Jay's recruiting background is supported by his 20-year corporate foundation where he held executive and senior management level positions within Leading Edge technology companies. This included positions in the Medical Device field as Vice President and General Manager of the Physical Sciences Division at BTG, Inc. (Medical Lasers, DNA Separation, Cardiac Monitoring, and Artificial Joints); and in the Semiconductor industry as Director of the Broadband Integrated Circuit Division at Conexant Systems as well as leadership positions at Lucent Microelectronics and Texas Instruments. His experiences taught him that while product, promotion and operations were valuable tools, the quality of the people working for you – and with you – were the greatest single criteria for success.

Personal Philosophy

Kensho is the Zen Japanese word for "Path to Enlightenment." Kensho's vision is to provide superior Technology and Executive Search services based upon an enlightened approach to understanding the true needs of both clients and candidates. Recruiting is inherently about understanding and connecting with people. With The Kensho Group, you get seasoned Technology Executives who themselves have hired and managed the same types of people you are searching for. This allows us to understand the actual position requirements better as well as ascertain which candidates will bring the most value to the position – just as if we were hiring them for our own teams.

Personally, Jay holds a Bachelor's of Science degree in Electrical Engineering from Swarthmore College as well as an MBA from New York University. Jay also attained Scouting's highest rank - Eagle Scout. He is an avid Jazz fan and enjoys Tennis, Golf, Traveling, and Photography. His office is based in Eastern Pennsylvania but he works on both a national and international level.

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