

Opportunity

BN000048513 – Healthcare Staffing & Recruiting Firm Focused on Leadership Placement

Location: Midwestern U.S.



A staffing and recruiting firm focused in a key Midwestern metropolitan geographic market, specializing in executive and clinical placements for a variety of healthcare organizations across the U.S

Bids Invited

Key Aspects

- Established brand name for more than 20 years
- Proprietary database of 4,500+ candidates
- Effective weekly email marketing campaign to 70K contacts for new business development
- Experienced in navigating the ever-evolving needs of the healthcare industry
- Diversified in the healthcare space serving clients nationwide and across numerous organization types

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,726	\$557	\$198
12/31/2021	Internal	\$5,614	\$1,173	\$735
12/31/2022	Internal	\$7,895	\$1,506	\$1,066
4/30/2023	TTM	\$8,281	\$1,717	\$1,298

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

Southwest Team (L)
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Opportunities

- Sharp focus on building brand recognition in the long-term care (LTC) market, given its many growth opportunities
- Further growth in the high-demand travel nurse market
- Expand into the allied health & post-acute care markets
- Dedicate specialists focused on new business development and marketing outreach
- Obtain contracts with health systems with multiple hospitals to gain access to numerous interim leadership placement needs
- Positioned to scale as presence in the travel & LTC market is developed

Headquartered

- Midwestern U.S.

Current Markets

- The firm serves U.S. healthcare organizations ranging from large healthcare systems to rural hospitals, clinics, and laboratories.

Real Estate

- The firm operates from a 2,500 square-foot facility, which is leased from an unrelated third party. The lease is assumable by new ownership. The firm may be relocated or operated on an entirely remote basis.

Shareholder Objectives

- Ownership is comprised of one owner who is seeking an eventual full exit from the firm after a negotiable transition period and one owner who wishes to remain with the firm post-sale in a key executive role.

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