

We are strategically looking to grow our team with what we call "athletes":

Versatile senior talent with 8+ years healthcare sector and/or restructuring experience and a finance and consulting skillset who can run engagements and deliver all aspects of our work to a high standard.

THE OPPORTUNITY:



- Work with **like-minded people** in **small teams** of **high caliber professionals** doing the **work we enjoy**.
- Join a **boutique, growing firm** that delivers **high quality work** in a structure that **promotes internal collaboration**.
- **Wide variety** of client engagements.
- **Attractive remuneration** linked to performance.
- **Flexible** workplace.
- Support for **further education and career development**.
- **Potential partnership opportunity** as career progression.

YOU ARE:



- ✓ A **smart, diligent, and ambitious self-starter** who is **hard-working**, a **team player**, has **strong inter-personal skills** and brings **positive energy** to the workplace.
- ✓ **Capable of operationalizing an engagement scope** and “owning” the delivery process (with guidance from the firm’s Principals) to assure the client’s objectives are achieved.
- ✓ A person who **thrives in a boutique environment** where you make a clear impact.
- ✓ An individual who is eager to participate in **business development initiatives** and build on a carefully curated network of referral sources.

THE ROLE: DIRECTOR (HEALTHCARE RESTRUCTURING)

Role: Director (Healthcare Restructuring)

We seek a dynamic Director to join our team. Key responsibilities include analyzing business performance, preparing financial projections, developing and implementing turnaround/restructuring plans, and reporting to stakeholders. The role involves leading teams and engaging in business development activities. See ***Job Description*** for more information.

We are open to full-time as well as part-time (min. 0.6 FTE) candidates: **what is most important to us is getting a mutually good fit of capability and culture.**

Qualifications:

- A minimum of bachelor's degree and 8+ years consulting or industry experience in the healthcare sector and/or 8+ years professional restructuring experience.
- Professional financial qualification (CPA, CFA, etc.) preferred.
- Strong financial modeling, analytical, report-writing/presentation development and communication skills.
- Willingness to travel within the U.S. for client engagements.

Location:

Primarily remote with travel as required for client work, internal meetings and business development.



ABOUT GIBBINS ADVISORS

- We are a middle-market focused healthcare restructuring and turnaround firm (targeting companies with annual revenue of ~\$50m - \$500m).
- Founded in 2019 by Clare Moylan and Ron Winters, we saw an opportunity to better serve middle-market companies in the healthcare sector going through times of challenge and transition (typically downturn distress but also growth challenges).
- Middle market healthcare cases have all the complexities of larger companies but are of a size where you can wrap your arms around all aspects of the case, which we enjoy.
- Through our expertise and approach, we deliver good value to our clients and pride ourselves on the quality of our work.
- Healthcare is going through perpetual and rapid change, which brings restructuring-related challenges for some and opportunities for others. We help facilitate successful transitions, seeking to protect the availability of high-quality healthcare and optimize outcomes for our clients.
- See www.gibbinsadvisors.com for more information.

Join us to leverage your expertise in a challenging and rewarding environment.

Apply now!

How to apply:

- Send your resume and a covering letter to Clare & Ron: cmoylan@gibbinsadvisors.com and rwinters@gibbinsadvisors.com.
- Tell us why you think you're a good fit for this role and our team.



JOB DESCRIPTION: Director (Healthcare Restructuring)



1.1 PRIMARY TASKS & RESPONSIBILITIES

- a) **Manage engagement delivery:** For internal purposes, convert an engagement scope into a workplan and manage delivery, escalating risks and issues in the engagement to a Principal as appropriate.
- b) **Business Analysis:** Use data and financial analysis to rapidly diagnose the critical issues affecting the performance of the client organization (from the perspective of cash flow, profitability, utilization of capital resources, capital structure and financing, portfolio / line of business analysis, workforce productivity, strategic positioning etc.). Evaluate a client's strategic/restructuring options including formal insolvency and out-of-court solutions.
- c) **Financial Projections:** Prepare 13-week rolling cash flow forecasts and identify liquidity management opportunities. Prepare 3-way financial projections.
- d) **Develop a Turnaround/Restructuring Plan** for troubled organizations.
- e) **Reporting:** Summarize analysis into reports and prepare periodic progress reports for key stakeholders. Support clients with reporting and forms as required by the court.
- f) **Implementation:** Collaborate with client teams and their professionals in implementing solutions which may include operational turnaround management, creditor engagement and workout, sourcing capital, bankruptcy/receivership, etc.
- g) **Interim management services** (e.g., Controller, CFO, COO)
- h) **Understand the broad trends within the healthcare services sector** and utilize this knowledge in forming recommendations for clients.
- i) **Business development activities** (e.g., proactive marketing initiatives, network/relationship development, participate in conferences, etc.)
- j) Other related healthcare restructuring/consulting activities as required.

1.2 QUALIFICATIONS & EXPERIENCE

- a) A minimum of bachelor's degree and 8+ years consulting or industry experience in the healthcare sector¹ and/or 8+ years professional restructuring experience.
- b) Healthcare restructuring experience very highly regarded.
- c) Professional financial qualification (CPA, CFA, etc) preferred.
- d) Proven track record of excellence in analysis and financial management.

1.3 CORE COMPETENCIES / KEY ATTRIBUTES

- a) Capable of operationalizing an engagement scope and taking the lead on delivery to assure the client's objectives are achieved.
- b) A smart, diligent, and ambitious self-starter who is hard-working, a team player, has strong inter-personal skills and brings a positive energy to the workplace.
- c) Excellent analytical and abstract reasoning skills, plus excellent organization skills (works well to a deadline).
- d) Financial modelling (MS Excel), Report/Presentation writing (MS Powerpoint and MS Word).
- e) Excellent written and oral communication skills.
- f) Leadership capability.

1.4 OFFICE LOCATION:

Primarily remote with travel as required for client work, internal meetings and business development.

Note 1 - Healthcare includes healthcare providers across the continuum of services (i.e., hospitals, post-acute, senior care, physician practices, etc.) as well as related ancillary businesses (e.g., therapy, IT/tech, pharma etc.).