

Salus Healthcare Resources: Medical recruitment partner for India

Salus Healthcare Resources offer cost effective and high quality recruitment solutions for its clients



Sachin Gupta, CEO
Salus Healthcare

Salus Healthcare Resources is India's leading provider of healthcare recruitment solutions to hospitals and healthcare providers located in Tier 1 as well as Tier 2 cities of the country. A sectoral focus on healthcare and functional focus on recruitment and talent management solutions has helped Salus Healthcare Resources to get specialised in this domain and offer cost effective and high quality recruitment solutions for its clients.

Healthcare recruitment, especially those of physicians, is a highly specialised area that needs professionals who are specialised in this particular domain to handle these. In more mature markets like US, Europe and Australia there are organisations that specialised in healthcare recruitments. The US even has professional bodies like National Association of Physician Recruiters that cater to the professional development needs of people working in this area.

Fueled by medical travel from overseas and increase in domestic demand for high quality healthcare services from within the country, Indian healthcare industry has been growing exponentially over last decade at CAGR of more than 15 per cent. Whereas a lot of efforts are being put into creating physical healthcare infrastructure both by public as well as private sector players, the country is struggling with acute shortage of trained medical manpower especially doctors.

Although India contributes



towards training a significant percentage of global medical manpower, it is struggling with acute shortage of trained medical talent that can be attributed to brain drain to Western countries and Middle East. The number of physicians per thousand population in India is 0.6 approximately as compared to 2.7 per thousand in US and 2.1 per thousand in UK. With numerous healthcare delivery projects lined up across the country, the hunt for sourcing high quality medical talent in going to get tougher in coming years. The scarcity of professionally run healthcare talent management companies in this part of world makes talent sourcing and development further tough especially for the newer players in the healthcare market.

Creating value for the nation: Salus Healthcare Resources aims to create value for India's healthcare industry by filling in the void that has been created due to scarcity of professionally managed talent management organisations serving the healthcare industry. With physician and managerial recruitment being their forte, Salus offers comprehensive range of Talent Sourcing (Executive Search), Talent Planning and Talent development services for healthcare providers in India.

The leadership

team at Salus has worked with world's leading healthcare organisations both in India as well as overseas. The managerial and consulting team has rich experience of working in Human Resources, Operations and other domains in diverse industries. Collectively, the team at Salus Healthcare Resources has developed a complete understanding of complex organisation dynamics in healthcare industry. This unique understanding of healthcare industry dynamics helps the team at Salus to work effectively with organised private healthcare providers operating in tier1 cities as well as with the upcoming hospitals in Tier 2 and Tier 3 cities of the country.

The organisation is also proactively engaged with Indian Medical Diaspora in countries like USA, UK and Singapore and is contributing towards reversal of medical brain drain in India by offering relevant opportunities in Indian healthcare industry to NRI doctors who want to come back home. While working with physicians of Indian origin, who want to come back home, the organisation offers them most appropriate opportunities that match their professional aspirations, clinical skills, expected compensation and geographical preferences within the country.

Creating value for its clients: Being

specialised in medical and managerial recruitments in healthcare industry has helped Salus Healthcare Resources to create unique value for its clients by offering most efficient recruitment and talent sourcing solutions for them. With one of the largest database of physicians and healthcare professionals in this part of world and a professional team with global exposure along with complete understanding of industry dynamics, Salus Healthcare Resources offers one of shortest recruitment cycles for its clients. Shorter recruitment cycles transforms into better asset utilisation for hospitals and hence additional revenue, thereby improving overall efficiency of the client organisation.

In addition to talent sourcing, the organisation offers plethora of talent management solutions under one roof for hospitals across India including manpower planning, development of HR standard operating procedures, compensation benchmarking, physician engagement, performance management, professional grooming and organisation of CME programmes. The availability of all these innovative solutions under one umbrella ensures that the client's needs are catered in most efficient manner.

Dr Sachin Gupta, CEO Salus Healthcare Resources says, "Our mission is to add value to India's growing healthcare industry by offering reliable and cost effective talent management solutions" ■

Contact

Website:
www.salushealthcare.in

