



General Manager, Nursing Marketplace

What is Nomad?

Nomad is a revolutionary, tech-driven platform that is simplifying healthcare staffing. We are building a marketplace that enables clinicians and the institutions that hire them to find each other and transact directly, without a broker. Nomad cuts out mountains of paperwork, faxes, and phone calls, and moves everything online. It makes staffing faster, more transparent, and substantially less expensive. Nomad is simple, modern healthcare staffing.

Today, Nomad operates physician and nursing staffing markets and will quickly grow to include job opportunities for other healthcare professionals, such as advanced practice and allied health providers. All together, these represent a \$20 billion — and growing — market.

At Nomad, you'll have a front row seat at an early stage startup that is shaking up healthcare. And you'll have the chance to make a deep impact on Nomad's business and drive the future success of the company.

What will you do at Nomad?

The General Manager will be responsible for driving growth and scaling our travel nursing business. The Travel Nursing sector represents a \$3B market and is a rapidly growing business line for Nomad.

As our GM, you will be responsible for overseeing the day to day operations of the business line, maintaining the company's strategic vision and operating plan, and managing KPIs. Key responsibilities will include:

- Managing our overall business strategy in the market
- Developing and owning all performance metrics
- Evaluating business drivers and addressing emerging trends
- Building and implementing processes that drive more top-of-funnel activity and optimize conversion rates
- Identifying and driving opportunities in growth, operations, partnerships, marketing, and sales

- Overseeing all day-to-day operational areas, including HR management and compliance for our remote nurse workforce
- Managing a team across operations, sales, and account management - provide exemplary leadership and mentorship to the team
- Embracing an “all hands on deck” culture

Who will you work with?

As a critical, early member of the Nomad team, you will interact frequently with members of the Management, Operations, Growth, and Product teams.

Your closest relationship will be with the SVP of Growth, to whom you will directly report. Together you two will shoulder many of the responsibilities outlined above.

Who are you?

You are an energetic, highly-personable, business driver who thrives helping early-stage companies grow and scale. Specific skill set and experience includes:

- 8+ years experience in high growth, fast paced companies with a clear track record of growing or scaling a business
- Attention to detail with excellent organizational and project management skills
- A data-driven approach to problem-solving
- Get stuff done attitude, willingness to get your hands dirty
- Strong interpersonal skills, especially as applies to informal coaching and peer mentorship
- Experience managing and motivating a team
- Enthusiastic and grounded attitude
- Previous start-up experience desired
- Operations, growth, or management consulting experience a plus
- MBA, Masters in Operations Management, or similar advanced training a plus

Most importantly, you just can't wait to join our team!

How to apply

Ready to disrupt healthcare? Email us at careers@nomadhealth.com.