

OPENING FOR MARKET PRESIDENT (ABC CPO) - SIOUX FALLS, SD AREA

Limb Lab has an immediate opening for a Market President (ABC CPO) position in the Sioux Falls, South Dakota area. Applicant must have advanced knowledge of medical terminology, anatomy, prosthetics, and orthotics; precision and attention to detail; the ability to effectively communicate and work with physicians and other health care professionals; the ability to manage patient-billing and office finances; and the ability to work as a team member to improve the quality of patient care.

Bachelor's degree or higher-level postgraduate degree in Orthotics and Prosthetics from an accredited college or university; proof of completion of an NCOPE approved Residency Program; and Board certification through the American Board of Certification in Orthotics, Prosthetics, and Pedorthics.

About Limb Lab:

Limb Lab is an independently owned and operated, boutique prosthetic and orthotic company that provides clinical care and custom products for the functional challenges of limb loss and injury. Limb Lab offers the most advanced solutions, clinically differentiated programs, and unsurpassed client service. Our goals are to create quantifiable, highly-successful patient outcomes using a multidisciplinary approach, to expand even further as the technological leader in orthotic and prosthetic patient care, and to expand our ability to help patients in more locations around the country. All of our efforts are conducted with transparency and openness designed to be helpful for patients, referral sources, payers, and our team members.

Our uniquely experienced team of prosthetists, orthotists, fabrication specialists, and insurance experts have worked with patients around the globe to provide innovative, highly customized prosthetic and orthotic devices that assist patients in living their lives to the fullest. With empathy and a willingness to create new and creative solutions, we have helped our clients achieve their goals and regain the comfort and function they require. We are dedicated to providing unique solutions for complex problems and are committed to exceeding the expectations of those we serve.

Responsibilities of the Position:

- Creates a continually learning environment that is consistent with the Company's values and objectives.
- Establishes and maintains financial, customer service, and employee goals for the market.
- Evaluates specific market opportunities, and implements policies to improve and expand current operations.
- Develops and trains managers throughout the market.
- Establishes annual and strategic business plans and operating budgets.
- Develops, maintains, and enhances customer relationships.
- Ensures that all employees abide by the policies and procedures outlined in the Limb Lab Compliance Program and Code of Professional and Business Ethics.

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- Evaluates, monitors, and continuously improves key success factors such as: employee retention, patients/employee, revenue/patient, cash collections, etc.
- Maintains effective communications throughout the organization.
- Manages expense control, and labor utilization.
- Ensures timely and accurate reporting of operating results on a regular basis.
- Oversees all stages of design, fabrication, fitting, and maintenance of orthotic/prosthetic devices related to patients' needs, as indicated by a physician.
- Assists physicians with the evaluation and analysis of the patient's need for orthotic/prosthetic services.
- Ensures proper patient management is consistent with established practices for orthotic/prosthetic care.
- Identifies and reconciles issues/problems to ensure patient satisfaction with devices provided.
- Ensures highest standards of patient care are provided to all patients, including but not limited to adequate follow-up with patients and physicians.
- Reviews new techniques and materials to ensure the widest range of flexibility and services offered.
- Maintains accurate documentation to clearly define goals, issues and solutions for each patient.
- Actively participates in and oversees reimbursement activities.
- Ensures proper management of inventory and materials.
- Meets with physicians, case-managers, and other referral sources to market orthotics/prosthetics services and capabilities.
- Provides on-call services, as necessary.
- Recommends treatment options to physicians, when necessary.

This position reports to the Chief Growth Officer and the Principal Prosthetist.

Limb Lab is an Equal Opportunity Employer. Limb Lab does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.

Please submit resumes to Caitlin@LimbLab.com.