

Firm Overview

Founded in 2012, ToneyKorf Partners, LLC (“ToneyKorf Partners”) is a results-driven management and advisory firm specializing in helping healthcare organizations address complex and critical challenges. Based in New York, ToneyKorf Partners serves clients nationally. ToneyKorf Partners’ professionals help organizations that are experiencing strategic, operational, or financial difficulties. ToneyKorf Partners’ distinctive approach combines technical analysis with decades of experience and evidence-based interpretation of data that allows us to provide the most seasoned perspectives on the current situation. In addition, we work to understand the various stakeholders’ objectives and strive to create solutions that meet expectations and avoid pitfalls that may derail the change process.

Role Overview

ToneyKorf Partners’ Senior Associates are essential members of our advisory and interim management teams, working alongside experienced leaders in the industry to create sustainable value for our clients. They have excellent analytical, modeling, reasoning, and problem-solving skills and are deadline-driven. The typical Senior Associate will have three or more years of restructuring or healthcare consulting experience and can expect to work on a broad range of assignments.

Duties and Responsibilities

-) Develop client deliverables and supporting documentation.
-) Assist with researching technical and industry-specific issues.
-) Build and maintain financial models, including 13-week cash flow forecasts and three statement integrated models.
-) Analyze financial statements and projections as well as assess business plans and performance improvement initiatives.
-) Conduct operational data analysis, including benchmarking.
-) Assist clients in the areas of business organization, management, strategy, operations, business reorganization, work out and liquidations, and financial investigations.
-) Ability to manage components of advisory and interim management engagements, including budgeting and forecasting, revenue growth and planning, cost reduction identification, working capital management, and vendor negotiations.
-) Support marketing initiatives by assisting with the pitch preparation process and research.
-) Ability to multi-task and quickly adapt to changing client priorities while also working in a detail-oriented manner, with flexibility, proactivity, and reliability.
-) May have specialty skills, training, or expertise that adds non-standard value to client engagements (e.g., Project Management, HR, IT, Revenue Cycle, Budgeting and Forecasting, Clinical Operations).

Qualifications and Requirements

-) Minimum of a Bachelor's Degree, preferably in Business Administration, Accounting, Finance, or related field required. An MBA is desirable.
-) 3+ years of restructuring or business operations experience in a professional services firm.
-) Prior work experience in healthcare consulting or the healthcare industry such as healthcare finance or operations, or healthcare banking is preferred.
-) Possess relevant industry certification such as CIRA, CTP, CFA, or CPA or other recognized credentials, preferred, or demonstrating the efforts towards achieving.
-) Strong leadership ability, team management, and interpersonal skills.
-) Excellent analytical, reasoning, and problem-solving skills.
-) Self-motivated and disciplined individual with the capability to work independently as well as in teams.
-) Advanced proficiency with Microsoft Office tools, especially Word, Excel and PowerPoint, with demonstrated ability to efficiently produce professional documents.
-) Ability to develop relationships with client team members at all levels of client organizations.
-) Willingness to travel up to 100% on short notice.
-) Ability and willingness to meet client demands when necessary, including working at times, long hours during the week and on weekends.

ToneyKorf Partners is an equal opportunity employer. We strive to achieve diversity in the workforce and are committed to respecting and upholding the rights of team members. To that end, ToneyKorf Partners complies with all applicable federal, state, and local fair employment practice laws. ToneyKorf Partners strictly prohibits and does not tolerate unlawful discrimination or harassment against team members, applicants, or any other covered persons because of race, color, religion, gender, sex (including pregnancy), sexual orientation, national origin, ancestry, immigration status, citizenship, age, marital status, military status, perceived handicap or disability (both physical and mental), genetic predisposition, status as a domestic violence victim or any other characteristics protected under applicable federal, state, or local law.