

Client Assessment:

Fenway Health
Boston, MA



Submitted by:
Alex Gonzalez, MD, MPH
Medical Director
Fenway Health
Boston, Massachusetts

Merritt Hawkins, the sole preferred permanent physician search provider of the National Association of Community Health Centers (NACHC), is proud of the partnerships that have developed with FQHCs nationwide. Using our consultative approach and national resources, we are able to assist FQHCs with challenging search assignments, such as the one described below by Alex Gonzalez, MD, MPH, Medical Director with Fenway Health in Boston, Massachusetts, which features the first community-based HIV research platform in the country and a Harvard-affiliated residency program.

“This was a challenging set of circumstances because we were seeking primary care physicians with an interest and experience in serving a diverse group of patients, including LGBT and HIV+ patients, in a community health center environment.

In addition, Boston salaries for primary care physicians tend to be lower than the national average even though Boston's cost of living is higher than in most cities; this makes it difficult to attract and retain providers. I think the fact that we are a community health center that focuses on underserved and LGBT communities is both a blessing and a curse -- we end up attracting very mission driven people, but it is not easy to find providers with such specific interests.

I think Merritt Hawkins has been a top partner in every way. We've been provided with market analyses in addition to great profiles of all the candidates they have recruited.

Our recruiter always communicates with us in a timely manner. He also does a very thorough job of vetting candidates.

This is our first time working with a retained search firm and I can't imagine ever going back to recruiting without Merritt Hawkins. I would not change anything about their approach and services and I would certainly recommend them to others.”