

Slone Partners Fills Head of Sales at Optimal Medicine

National recruitment firm Slone Partners is pleased to announce the placement of Brad Allen as Head of Sales at Optimal Medicine, an international digital health group serving the health system market.

Allen brings over 20 years experience in healthcare information technology client management and sales at a number of companies including Dell Services Healthcare, Medsphere Systems and McKesson.

“Brad’s knowledge and experience were a perfect fit for accomplishing the goals Optimal Medicine had for this role,” said Tara Kochis-Stach, President of Slone Partners. “We are proud to partner with Optimal Medicine as they expand their innovative software solutions into the US healthcare market.”

At Dell, Allen led the Western US healthcare sales team, providing access to clinical, technology and financial solutions for healthcare executives. At Medsphere, an open-source clinical information systems company, his leadership of the Western US sales function resulted in the customer base more than tripling over 18 months. And at McKesson, Allen held a progression of sales positions culminating in the role of VP, Corporate Solutions which he held for more than three years, regularly exceeding sales quotas and targets.

Allen served as a board member of the Northern California chapter of the Healthcare Information and Management Systems Society from 2004 to 2013.

Commenting on his new position, Allen said, “I’m pleased to be joining Optimal at this key stage in the company’s development. I’m thrilled that Slone Partners was able to match me with this exciting opportunity and I look forward to working with the Optimal Medicine team to help accelerate the company’s success in the US healthcare market.”

About Optimal Medicine

Optimal Medicine Inc. is a personalized medicine company offering the comprehensive **mehealth** suite of clinical decision support solutions to improve efficacy and clinical outcomes, assisting physicians in the delivery of consistent, high-quality care.

The **mehealth** platform integrates web-based and mobile technologies for clinicians and patients, allowing care to be initiated and adapted according to the patients’ unique profile and evolving needs.

For more information, visit www.mehealth.com.

About Slone Partners

Founded in 2000, Slone Partners is a premier executive search firm that specializes in recruitment for the diagnostics, life science tools, healthcare information technology and laboratory testing industries. Slone Partners has offices in Boston, New York, Washington, D.C. and San Francisco.

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