

Admissions Director – Apply on Indeed.com

[Regency at Livonia](#)

Livonia, MI 48154

Ciena Healthcare also offers an attractive benefit package packed with things like Life Insurance, 401K, Health insurance, AFLAC.

Full Job Description

Overview:

Do you have a background in healthcare sales and marketing? If you enjoy working with seniors and their families to secure the best care for a post-acute stay, consider the role of Admissions Director for our nursing home!

The Admissions director manages the facility's census by developing and maintaining positive relationships with hospitals, physician groups, community organizations and insurers.

Work with the leading provider of skilled nursing and rehabilitation in Michigan! Ciena Healthcare also offers an attractive benefit package packed with things like Life Insurance, 401K, Health insurance, AFLAC.

Responsibilities:

As Admissions Director, you will:

- Act as a liaison between the facility and the outside community.
- Connect daily with potential referral sources including hospitals, physicians, insurers, case management companies and health care agencies.
- Create and execute facility sales and marketing plans and strategies.
- Conduct facility tours for potential residents and families.
- Conduct admission screening of potential patients; determine level of care, services required, equipment needs and insurance coverage, as indicated.
- Welcome resident and family on admission.

Qualifications:

You have:

- High School Diploma required.

- At least three (3) years experience in Health Care Sales/marketing/Insurance or commensurate education preferred.
- Experience in managed care/insurance preferred.
- Familiar with Medical Terminology.

About Ciena Healthcare:

Founded in 1998, Ciena Healthcare is a leading innovator and one of Michigan's largest providers of skilled nursing and rehabilitation care services.

It is our honor to serve our residents that are in need of short-term rehabilitative services as well as long-term care. Our vision is to be the industry leader by offering fresh, new perspectives and innovations and adhering to quality standards that not only exceed regulatory compliance, but achieve excellence in quality outcomes for our residents.

At Ciena, we make it our mission to provide exceptional service to our patients and residents. We are looking for employees who are passionate about providing care or services in our Centers

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