



RUDISH HEALTH

Leadership Profile

**Head of Institutional
Corporate Development**

EMORY
HEALTHCARE

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Position	Head of Institutional Corporate Development
Organization	Emory Healthcare
Location	Atlanta, GA
Website	www.emoryhealthcare.org

Opportunity

Emory Healthcare, a premier \$7.6B academic health system serving the Atlanta and Georgia region, seeks a Head of Institutional Corporate Development to drive the enterprise's growth agenda through mergers and acquisitions, strategic partnerships, joint ventures, divestitures, and innovative business models.

EHC, a market leader, is intentionally formulating its network portfolio to expand access and strengthen clinical excellence through strategic investments which align evolving care delivery models with rising expectations for value and integration, shaping its long-term competitive position. This executive is a transactions leader, reporting directly to the SVP of Corporate Development in visible partnership with the Chief Strategy Officer and Chief Executive Officer of Emory Healthcare. Key responsibilities are to evaluate opportunities, develop proposals, and serve as the primary point of contact for cross-functional planning, due diligence, and integration efforts across all phases of the M&A lifecycle.

The ideal candidate brings experience across a mix of institutional asset classes (e.g., acute, post-acute, ambulatory surgery, urgent care, imaging, retail, among others) and a matrix of stakeholders, aligning a service line delivery model with inpatient and ambulatory demand to translate strategic intent into executable, value-creating transactions. Success requires both financial rigor and executive presence: the ability to critically evaluate business cases with EHC's shared services finance team, recommend deal structure, surface risks and tradeoffs, and present clear, compelling recommendations to executive leadership that enable confident, timely decision-making. The role demands equal fluency in project and relationship management: the leader will partner across teams including legal counsel and external advisors to develop, negotiate, and execute letters of intent and definitive agreements, often managing multiple concurrent transactions at different stages of maturity.

For a transactions leader who wants a seat at the table to shape the future of a world-renowned health system, and see their work translate directly into expanded enterprise value, this role offers rare scope and purpose. The next Head of Institutional Corporate Development will help define how Emory Healthcare grows, where it invests, and how it positions itself for the next decade of healthcare transformation.

Emory Healthcare

Emory Healthcare (EHC) is the most comprehensive academic health system in Georgia. EHC offers patients and families the choice of more than 4,150 doctors at 575+ locations including 11 hospital campuses as well as primary care, urgent care, and MinuteClinics across metro Atlanta, central Georgia, and beyond.



Emory University Hospital
Atlanta, GA

Part of Emory University’s Woodruff Health Sciences Center, EHC integrates clinical care, education, and research to advance health and improve outcomes. The system’s mission is clear: to improve lives and provide hope. This commitment guides efforts to deliver innovative therapies, leverage emerging technologies, and train the next generation of health professionals.

Emory Healthcare’s work is supported by a set of cultural beliefs developed collaboratively by team members across the organization. These beliefs – One Emory, People Centered, Lead Change, and Own It – reflect a shared dedication to working together, prioritizing patients and communities, driving progress, and taking ownership to achieve the highest standards of care.

Locations

Inpatient Care

- Emory University Hospital
- Emory Univ Hospital Midtown
- Emory Decatur Hospital
- Emory University Orthopedics & Spine Hospital
- Emory Saint Joseph’s Hospital
- Emory Johns Creek Hospital
- Emory Hillandale Hospital
- Emory Hospital Warner Robbins
- Emory Hospital Perry
- Emory Long-Term Care Acute Hospital
- Emory Rehabilitation Hospital

In June 2025, EHC expanded its presence with the inclusion of Houston Healthcare, adding hospitals and physicians in Warner Robbins and Perry to strengthen access to care in central and southern Georgia. EHC also provides services to greater Georgia through a joint venture at St. Francis–Emory Healthcare Hospital in Columbus.

Outpatient and Ambulatory Care

- Emory Clinic: Physician practice of Emory faculty physicians
- Emory Specialty Associates: Emory-owned outreach physician practice

network with locations throughout the city and state

- Emory Clinic, Emory Specialty Associates, and the joint venture with Select Medical together have 123 locations and ambulatory service sites in 27 Georgia counties.

Clinical Networks

- Emory Regional Affiliate Network: Extends Emory's clinical expertise and knowledge to systems across Georgia and the nearby Southeast via six Network Associates with locations in nine counties and one Emory Healthcare joint venture hospital.
- Winship Cancer Network: Advanced cancer care, training, and research at eight Emory Healthcare locations (including the only NCI-designated comprehensive cancer center for the state of Georgia) and affiliated community-care organizations.
- Emory Healthcare Network: A clinically integrated network, encompassing many of the above entities, in which partners share common goals and are connected via the Emory data-sharing network to share data securely to make care safer and more efficient. The network has more than 575 provider locations in metro Atlanta and Georgia, including MinuteClinics as well as urgent care partner Peachtree Immediate Care.

Affiliates across the metro Atlanta area and state of Georgia

- Atlanta Veterans Affairs Medical Center, staffed in majority by 300 Emory physicians across 22 sites of care.
- Children's Healthcare of Atlanta, staffed by 586 Emory physicians.
- Grady Memorial Hospital, staffed in majority by 1,028 Emory physician faculty and 160 Emory advance practice providers.
- Georgia Clinical & Translational Science Alliance
- Centers for Disease Control and Prevention
- Georgia Center for Oncology Research and Education
- Georgia Institute of Technology
- Georgia Research Alliance
- Morehouse School of Medicine
- University of Georgia

Mission, Vision, and Values

Emory Healthcare Mission: Improving the health of individuals and communities at home and throughout the world.

Emory Healthcare Vision: Be the leading academic health science center in transforming health and healing through education, discovery, prevention, and care.

Emory Healthcare Values:

- We exemplify excellence, innovation, and collaboration.
- We treat everyone with respect, care, and compassion.
- We embrace diversity, equity, and inclusion.
- We steward our resources responsibly to optimize value.
- We serve with integrity.

2025 Key Statistics¹

Total Net Revenue²: \$7.6B
Hospitals: 11
System Licensed Beds: 2,746
Admissions: 103,131
Outpatient Service Visits: 7.1 million

Annual Patients Treated: 787,450
Care Delivery Locations: 575+
Physicians: 4,150+
Specialties: 70+
Employees: 25,879

Sources: 1. [At A Glance 2025](#) 2. EHC Finance, revenue includes 2025 acquisition of Houston Healthcare

Awards and Recognitions

Emory University Hospital consistently ranks as US News and World Report’s number one hospital in metro Atlanta and Georgia, with Emory St. Joseph’s Hospital ranked number two. EHC is named one of “America’s Best Large Employers” by Forbes.

Emory Healthcare hospitals and providers are recipients of numerous quality awards and recognition, including the illustrative designations below.



Atlanta, Georgia and Surrounding Suburbs

The Atlanta metro region is a vibrant city with family-friendly suburbs, a relaxed lifestyle, and a wide range of recreational activities for just about anyone. Well known as an economic hub, the capital of Georgia is home to major businesses including the headquarters for the Coca-Cola Company, CNN, AT&T, Home Depot, and Delta Airlines. So, just what makes this dynamic city so special?



For starters, Atlanta deftly threads the balance of nature within an urban cultural setting. Social and fitness enthusiasts routinely stroll through Piedmont Park in the heart of Midtown, which offers walking and biking trails, music festivals, and beautiful views of the city skyline for a day out. The Atlanta Botanical Garden also offers a serene escape to the heart of the city. It features a variety of themed gardens, including a tropical rainforest and a Japanese garden. The Atlanta BeltLine celebrates the city's recent urban redevelopment initiatives, including this project that transforms old railroad tracks into a network of walkable paths, food halls, farmers markets, and parks, connecting various neighborhoods across the I-285 perimeter loop.

For history and culture, there is the High Museum of Art which houses diverse collections of Renaissance and contemporary art. The Jimmy Carter Presidential Library and Museum is a landmark to learn about the life and accomplishments of the 39th President of the United States. The Martin Luther King Jr. National Historic site – which includes the King Center, Ebenezer Baptist Church, and the reverend's childhood home – is an opportunity to visit and volunteer at the birthplace, church, and final resting place of the nation's civil rights leader. Little Five Points is Atlanta's hippie neighborhood with vintage shopping and alternative culture.

Sports is a major unifier of communities in Atlanta; whatever your sports-speed, you will find it within Atlanta's professional sports and e-sports teams. In concert-like fashion, the new Mercedes Benz Stadium turns up the fan energy for Falcons and Atlanta United FC games, while Truist Park is the home of the Braves. Kids of all ages enjoy exploring Centennial Olympic Park, with its massive Georgia Aquarium and iconic World of Coca-Cola, an interactive museum to sample Coke products from around the world and see the bottling process at its founding plant.

Atlanta ranks among top cities for recent college graduates from the world-renowned Emory University, Georgia Tech, Spelman College, Morehouse College, and the University of Georgia close by. With its vibrant culture, well-connected airport, short drivability to beaches and mountains, and relative affordability, it's not hard to imagine calling the greater Atlanta area home sweet home.

Reporting Structure

The Head of Institutional Corporate Development reports to the Senior Vice President, Corporate Development of Emory Healthcare.

Gaurav Sood

Sr. Vice President, Corporate Development, Emory Healthcare

Gaurav Sood was appointed SVP, Corporate Development in 2025. In his role, he leads strategic operations across the health system, focusing on strengthening clinical and operational excellence, driving patient-centered innovation, and advancing Emory Healthcare's long-term growth initiatives.

Gaurav brings nearly two decades of leadership experience in healthcare strategy, finance, and operations. Prior to joining Emory Healthcare, he spent close to nine years with Orlando Health, where he held multiple senior leadership roles. Most recently, he served as Vice President of Ambulatory Surgery Centers, driving expansion and operational efficiency across the organization. Earlier, he was Assistant Vice President of Strategy and Planning, and also served as Assistant Vice President of Orlando Health and CFO of Orlando Health Winnie Palmer Hospital, where he played a pivotal role in shaping financial strategies and clinical growth plans.

Before his tenure at Orlando Health, Gaurav worked with BJC HealthCare in St. Louis, where he served as Finance Project Manager – Financial Planning & Analysis and Senior Consultant – Center for Clinical Excellence, contributing to key transformation initiatives and financial optimization projects. His extensive expertise in healthcare delivery models, clinical operations, and financial strategy positions him strongly to lead strategic operations at Emory Healthcare.

Position Summary

The Head of Institutional Corporate Development drives Emory Healthcare's growth agenda through mergers and acquisitions, strategic partnerships, joint ventures, divestitures, and innovative business models. Partnering closely with the SVP, Corporate Development, this leader evaluates opportunities, develops proposals, and serves as the primary point of contact for cross-functional planning, due diligence, and integration efforts across all phases of the M&A lifecycle.

Primary Duties and Responsibilities

- Lead end-to-end deal management, serving as the single point of contact for all internal and external resources involved in transaction processes.
- Partner with internal and external legal counsel to develop, negotiate, and execute letters of intent and definitive agreements; review and contribute to all transaction legal documents.
- Review and critically evaluate pro formas and business case documents prepared by the Financial Planning & Analysis (F&A) team, applying strong financial acumen and modeling skills.
- Manage valuation processes with external consultants to confirm fair market value of transactions, including quality of earnings adjustments, pro forma/normalization calculations, and working capital analysis.
- Assemble, review, and finalize internal project summaries and executive presentations for leadership review and approval.
- Coordinate and lead cross-functional teams across finance, legal, clinical operations, HR, IT, compliance, and other areas through due diligence, transaction review, and integration planning.
- Ensure effective management of post-closing deal terms and timely handoff to integration teams.
- Partner with clinical, operational, and financial leaders to strengthen and grow key service lines and business portfolios.
- Monitor industry trends, competitive landscape, and regulatory changes to inform strategic decisions and support Emory Healthcare's growth mission.

Candidate Qualifications

Education

- Bachelor's degree in Business Administration, Healthcare Administration, or a related field required.
- Master's degree in Business Administration, Healthcare Administration, or a related field preferred.

Experience, Knowledge, Skills and Abilities

- 5+ years of progressive experience in transaction-related business, investment, or health system M&A, with increasing levels of responsibility.
- Demonstrated ability to execute complex acquisitions, investments, and alternative arrangements in new or expanding strategic markets.
- Experience in strategic planning, investment analysis, financial modeling, and deal management.
- Proven ability to lead cross-functional teams and influence stakeholders at all levels of an organization.
- Strong executive presence with the ability to present complex matters to senior leadership and translate high-level guidance into executable plans.
- Excellent communication, negotiation, project management, and interpersonal skills.

Preferred:

- Thorough knowledge of the healthcare industry, including familiarity with regulatory frameworks such as Certificate of Need (CON), Stark Law, and anti-kickback statutes.
- Track record of strong fiscal management, business development, and external partnership building.
- Experience in a large, complex health system or academic medical center environment.
- Experience working with service line models is highly desirable.

Compensation

An attractive compensation and benefits package will be offered commensurate with the candidate's experience.

Contact

Rudish Health

www.rudishhealth.com



Brayden Southerland

Director

Telephone: (214) 632-0588

E-mail: brayden@rudishhealth.com



Asmita Shah

Vice President

Telephone: (713) 502-0493

E-mail: asmita@rudishhealth.com