



**Brian Krehbiel**

*Senior Vice President, Business Development*

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◦ **Professional Experience**

As a Senior Vice President at B. E. Smith, Brian Krehbiel brings more than eighteen years of experience leading organizations of all sizes — from Fortune 50 companies to new startup ventures. As a recognized leader in market development, client satisfaction, and end user communication, he excels at leading organizations through contract negotiation, conflict resolution, and customer satisfaction initiatives. Mr. Krehbiel's unparalleled experience networking with senior leaders inside healthcare, helps him turn passive executives into active participants in difficult to fill, senior level niche opportunities.

Brian Krehbiel is truly an entrepreneurial executive. Before joining B. E. Smith he founded and financed a national home care company with outlets in thirty-eight states and more than 12,000 patients in service. Taking a hands on approach he conceptualized, developed, and distributed a line of medical device products produced in the United Kingdom for distribution in the United States. This valuable experience has allowed Mr. Krehbiel to form working relationships with executives at more than 900 acute care hospitals across the country.

Currently Mr. Krehbiel is the leader of the executive search team at B. E. Smith. These searches include CEO, COO, CNO, Executive Vice President, and Director level placements into major academic, large tertiary, quaternary, and rural health-care systems nationwide. Mr. Krehbiel is also a consultant to top healthcare providers and manufacturers across the country.

◦ **Education and Credentials**

Brian Krehbiel has a Bachelors of Science Degree from Kansas State University. Mr. Krehbiel has also completed graduate work at the University of Chicago.