



Make your move.

Employee Spotlight

Ishmael Carter

Director, Marketing

"I came because of the opportunity, but I stayed because of the people. You won't find the quality of people and products that Royal Health Care offers anywhere else. We really are the best."

"I came to Royal Health Care almost by accident. I wanted to get the highest level of experience I could with the greatest long-term potential. Royal Health Care was then a start-up operation with plenty of room to grow and advance. I didn't have any health care experience but I took a chance, applied, and was hired. Never did I think I'd be here ten years later leading the very same Marketing team I first joined.

My career progression has been one full of excitement, hard work, and change. For me, the ideal career is one that is on a continual incline. Not in the sense of 'climbing the corporate ladder,' but rather a constant cycle of learning and improving myself. I haven't been bored for a second. Each opportunity that I've been offered has exposed me to something new and different. And each challenge has been made easier for me because of the mentoring structure at Royal Health Care.

I've spent over ten years in the Marketing unit, first as a junior Sales Representative responsible for selling our products. I moved on to improving distribution, placement, and displays of our entire product offering, and then training others to do the same. I advanced into the management ranks, where today I am the Director of Marketing responsible for over 150 Sales Representatives and Managers throughout the region for both our Medicaid and Medicare products. In this role, I help shape our strategy, but most importantly I mentor junior staff and key account managers to help them grow. I have to say that the best part of my job has to be mentoring others. Helping others succeed is quite gratifying!"

Royal Health Care has a strong and proud commitment to diversity. We are an equal opportunity employer and consider qualified applicants for employment without regard to race, gender, age, color, religion, disability, veteran status, sexual orientation, or any other protected factor.