



Job Title: Manager

Practice: Reimbursement

General Summary

Avalere Health is a leading advisory firm delivering research, analysis, and strategy for leaders in healthcare business and policy. Based in Washington, DC, Avalere works with a diverse range of clients spanning Fortune 500 companies in life sciences, healthcare financing, and healthcare delivery, major foundations focused on improving the health system, government agencies, advocacy and patient groups, and other organizations. Respected and influential journals publish the work of Avalere professionals, and Avalere's policy conferences advance knowledge of healthcare policy and strategy. Avalere Health is currently looking for a **Manager** to join our growing Reimbursement Practice.

The Reimbursement Practice focuses on providing strategic reimbursement planning expertise to leading device, biotechnology, and pharmaceutical companies, key professional societies, and other health care industry stakeholders. In this capacity, Avalere advises clients on strategy and tactics through all stages of the product development and commercialization process, with a specific focus on new drugs and devices coming to market as well as existing products facing unique coverage and payment challenges across different payer systems.

Members of the Reimbursement Practice have diverse public and private sector backgrounds, including experience in business, industry, government, and professional services. This diversity allows the practice to provide both in-depth reimbursement knowledge and strategic policy consultation to clients in regard to reimbursement strategies. The Reimbursement Practice works closely with other practices within Avalere, allowing the full scope of the firm's knowledge base to be leveraged on behalf of our clients.

Principal Duties and Responsibilities:

- Leading multi-disciplinary project teams in the creation of deliverables for a diverse set of clients.
- Managing a portfolio of clients to ensure their needs are met through Avalere's knowledge and expertise.
- Solving complex client issues within a timely and appropriate manner with minimal management oversight.
- Creating both strategic and tactical recommendations to clients to ensure optimal reimbursement.
- Communicating complex thoughts or methodologies in a variety of formats.
- Independently managing client expectations and navigating requests for additional client work.
- Serving as a subject matter expert within the Reimbursement Practice as well as across the firm to inform various, cross-firm strategic projects.
- Supervising, training, and mentoring staff members within the Reimbursement Practice and across the firm.

Skills, Experience, and Other Job Related Requirements

- Direct health care industry experience, including specific coverage, coding, and payment across multiple payer sectors
- Significant and sustained project management experience.

- Ability to establish personal credibility as a strategic reimbursement expert with clients.
- Experience in working in a team environment with an ongoing emphasis on partnering and sharing work with colleagues.
- Proven situational leadership skills and the ability to motivate and generate enthusiasm with individuals across all levels of an organization.
- Superior problem solving and analytic skills with the capability of applying knowledge outside of one's immediate functional area.
- Ability to successfully initiate and develop extensive client deliverables.
- Exemplary interpersonal skills that translate into positive relationships with colleagues and clients.
- Solid communication skills including the ability to concisely explain complicated concepts to executives and leaders within and outside of the firm.
- Advanced Microsoft Office skills such as PowerPoint, Excel, and Word.

Career Experience:

The appropriate candidate should possess a graduate degree in public policy, healthcare management, public health, business administration or a relevant discipline, or have equivalent relevant work experience.

A minimum of five years of experience within the overall health care industry is required, with two to three of these years preferably spent within a reimbursement-specific field.

Examples of organizations that may offer pertinent work experience include pharmaceutical or device manufacturers, health plans, consulting firms, trade associations, and key government agencies (e.g. OMB, CMS).

Compensation:

Avalere's culture is one of close collaboration, candid and constructive feedback, and assignment of responsibilities on the basis of ability and availability, without undue emphasis on rank. We prize curiosity, resilience, a passion for excellence, and a willingness to embrace new challenges. Avalere offers competitive compensation and benefits commensurate with experience. Located on DC's famed and vibrant Dupont Circle, Avalere is centrally situated and readily accessible from all over the DC metro area. For more information, visit www.avalerehealth.net.

Qualified candidates should submit electronic copies of the following:

- Cover letter
- Salary requirements
- Resume

References and a brief writing or deliverable sample directly attributable to the applicant should be available upon request.

Please forward the information to recruiting@avalerehealth.net

EOE