



## **Job Title: Manager or Senior Manager**

## **Practice: Post Acute and Long-Term Care**

### **General Summary**

Avalere Health LLC (Avalere) is a leading advisory firm focused on the intersection of business strategy and public policy. Located in Washington DC, Avalere works with a diverse range of clients spanning Fortune 500 companies, major medical foundations, government agencies, advocacy and patient groups, and other organizations who have a vested stake in an improved healthcare system. Avalere has been published nationally in respected and influential journals, and Avalere's policy conferences are recognized as a leading way to elevate knowledge of healthcare policy.

We are seeking a Manager or Senior Manager to join its vibrant Post Acute and Long-Term Care Practice. This practice focuses on a range of issues including: post-acute and long-term care payment policies, health reform legislation and subsequent federal and state implementation activities, Medicare Advantage and Part D policy and payment, policies affecting the managed care and pharmaceutical industries, Medicare payment reform issues, and Medicaid and other state health policies. We provide analytic support and advisory services to clients, including legislative and regulatory analysis and modeling of proposed and enacted policies, to a wide range of clients.

Applicants for this position will possess a broad understanding of and experience in health policy and/or health care business, with specific knowledge of and experience in any or all of the following: state Medicaid policy, Medicare Parts A and B, Medicare Advantage bidding and payment, policies affecting the pharmaceutical market, and other key issues comprising the current federal health reform debate. A successful candidate will be highly motivated, think critically, communicate effectively in writing and orally, and understand basic quantitative research methods. In addition, candidates will be able to synthesize complex policy issues and ideas into concise formats, work well independently and in teams, and manage projects, client relationships, and staff with minimal oversight.

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 positive attitude, and a willingness to embrace new challenges.

### **Principal Duties and Responsibilities:**

- Guiding project teams in the production of deliverables for our diverse set of clients.
- Contributing to business development with new clients and growing business with our existing clients.
- Serving as a subject matter expert on issues related to state and federal health reform within the practice as well as across the firm to inform various, cross-firm strategic projects.
- Monitoring, summarizing, and analyzing legislative and regulatory policy developments pertaining to post-acute and long-term care, and other areas as needed.
- Solving complex client issues in a timely and appropriate manner with minimal management oversight.
- Conceptualizing the scope of projects for our clients, assembling a cross-functional team, and overseeing the team from project initiation through to client delivery.

- Independently managing client expectations and navigating requests for additional client work.
- Communicating with clients through a variety of formats to help them understand the impact of policy developments and recommend business strategies in response.
- Researching new issues, legislation, regulation, and other content using a variety of media, and conduct quantitative analyses using Excel.

**Skills, Experience, and Other Job Related Requirements:**

- Breadth of knowledge of federal legislative and regulatory processes, managed care and Medicare Advantage issues, health policy, and federal health care programs.
- Ability to establish personal credibility and be seen as a strategic and technical expert and partner by clients.
- Superior problem solving and analytic skills with the capability of applying knowledge outside of one's immediate functional area.
- Exemplary interpersonal skills that translate into positive relationships with colleagues and clients and a commitment to working in a team environment.
- Significant project management experience.
- Proven situational leadership skills and the ability to motivate and generate enthusiasm with individuals across all levels of an organization.
- Demonstrated ability to serve in project teams and supervise the work of others.
- Solid communication skills including the ability to concisely explain complicated concepts to executives and leaders within and outside the firm.

**Career Experience:**

The appropriate candidate will possess a graduate degree in health policy, healthcare management, public health, economics, business administration a relevant discipline or equivalent work experience. A minimum of five years of prior work experience is required. Ideal candidates will have prior work experience either from the health industry sectors (e.g., pharmaceutical manufacturer, health plan) or from the government (Congress or Agency). Previous consulting experience is preferred but not necessary provided that the candidate is an outstanding communicator and enjoys working with clients.

**Compensation:**

Avalere offers competitive salary and benefits commensurate with experience. Located on DC's famed Dupont Circle, Avalere prides itself on its mission to help improve the healthcare system. For more information, visit [www.avalerehealth.net](http://www.avalerehealth.net).

Qualified applicants should submit electronic or hard copies of the following:

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

**Please forward the information to:**

**Avalere Health LLC  
1350 Connecticut Ave., NW  
Suite 900  
Washington, D.C. 20036  
[recruiting@avalerehealth.net](mailto:recruiting@avalerehealth.net)**

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