

Senior Vice President Avalere Health

Avalere Health, a leading health strategy and advisory services firm, is seeking an exceptional senior business leader to expand our presence in the private sector. The focus of this position is external – to include business development, client engagement in our commercial customer base, public appearances to highlight Avalere content, and serving as an executive sponsor on selected engagements. The individual will report to Avalere’s CEO or COO. We may also adjust the title of this position to reflect the experience and expertise of the individual relative to internal staff.

The ideal candidate will have significant senior-level experience and expertise in both healthcare policy and business and be conversant in the full range of healthcare issues currently handled by Avalere (see www.avalerehealth.net). We seek a positive, articulate person who can generate excitement around Avalere’s unique service offerings. Candidates having visible leadership experiences, with government or commercial experience, and deep content mastery across several healthcare domains are preferred. Hands-on experience working in a professional advisory services capacity is preferred but not required. Successful candidates will likely possess 20+ years of substantive experience and demonstrated ability to work with top executives of major healthcare organizations.

Duties and responsibilities include: a) representing Avalere to top-tier clients and prospective clients, including at public conferences and events; b) developing business opportunities in existing and new customer segments (e.g., pharmaceutical, facilities, health plans); c) stewarding a select set of client engagements; (d) contributing to the development of Avalere’s business strategy and tactical operations plan. We anticipate that about 25-30% of the individual’s time will be spent on client projects, and some travel to client sites will be required.

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. The successful candidate will work closely with all levels of the organization, across all of our content areas. 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.

Compensation will be competitive, and will include equity in Avalere. Qualified candidates should submit an electronic cover letter and resume to:

Jenn Ripkin
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Suite 900
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