



Job Title: Manager/Senior Manager

Practice: Reimbursement

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/Senior Manager** to join our growing Reimbursement Practice.

Reimbursement Practice Overview

Avalere's reimbursement and product commercialization services address strategic and tactical issues throughout the lifecycle of medical technologies, with a specific focus on new drugs, devices, and diagnostics. Our services address unique access challenges across various payers and settings of care for new market entrants and existing products. For each engagement, Avalere's reimbursement advisors leverage their collective expertise and insight to craft optimal coverage, coding, and payment strategies for technologies.

We design strategic and tactical plans to maximize adoption and uptake by payers, providers, and patients throughout the product lifecycle by integrating policy and healthcare market dynamics into the business planning cycle.

The practice serves a broad customer base—pharmaceutical, biotechnology, device, vaccine, laboratory, and imaging organizations—focusing on multiple areas, including oncology, cardiology, endocrinology, rheumatology, and immunology. We achieve desired outcomes for our clients by drawing upon our deep relationships with health plans, associations, specialty societies, advocacy groups and federal government stakeholders.

Principal Duties and Responsibilities:

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

Career Experience:

The appropriate candidate should have a minimum of five years of experience within the overall health care industry, with two to three of these years preferably spent within a reimbursement-specific field. The 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.

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 applicants should submit electronic or hard copies of the following:

- Resume
- Cover letter
- Salary requirements

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
Re: Reimbursement Position
1350 Connecticut Ave., NW
Suite 900
Washington, DC 20036
recruiting@avalerehealth.net

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