



Job Title: Vice President, Health Plans

General Summary

Avalere Health is currently looking for a recognized expert on health plans and managed care to join our growing practice serving health insurers and related entities in the managed care space. The Vice President will report to the leader of the Health Reform Practice. The incumbent will be responsible for helping to grow our business in the health plan sector, leading complex engagements, and providing thought leadership internally and externally.

Applicants for this position will have 10-plus years of experience within a health plan or in a related activity such as consulting to health plans. Requirements include direct experience with government service lines, expertise in Medicare and/or Medicaid managed care policy, other federal or state health coverage programs, and related content expertise. Deep knowledge that spans strategy, operations and policy is highly prized. We are seeking an entrepreneurial, self-motivated person who communicates effectively orally and in writing, enjoys critical thinking, is able to develop and manage large and complex client relationships, and has experience supervising junior and mid-level staff.

The Health Reform practice focuses on a range of issues including: Medicaid, 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, delivery and payment reform issues, and other health policies. We provide analytic support and advisory services to clients, including legislative and regulatory analysis and modeling of proposed and enacted policies. This new position represents growth in the space emphasizing business strategy, and is indicative of Avalere's commitment to increased presence in the market.

Avalere Health is a leading strategic 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'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:

- Increasing Avalere's presence in the health plan market, generating business with new clients and growing business with existing clients.
- Serving as a leading expert internally and externally on managed care strategy and policy at state, regional and national levels.
- Leading and managing staff, supervising and training/mentoring staff members within the Health Reform Practice and across the firm.
- Leading multi-disciplinary project teams in the creation of deliverables for a diverse set of clients.

- Solving complex client issues within a timely and appropriate manner with minimal management oversight.
- Conceptualizing the scope of projects for clients, assembling a cross-functional team, and overseeing the team from project initiation through to client delivery.
- Working collaboratively across all areas within the firm, including services to life sciences manufacturers, healthcare facilities and providers, financial services businesses, government, and foundation customers.

Skills, Experience, and Other Job Related Requirements

- Proven leadership and communications skills with strong ability to influence, motivate, and generate enthusiasm with individuals across all levels of the organization.
- Expertise in health plan policy and strategy (managed care plans and other health insurance companies) with ability to translate insight to Avalere's full range of clients and the health policy community.
- Detailed knowledge of issues facing health insurance companies and the ability to guide health plan clients in their strategic response to health reform.
- Ability to establish personal credibility with senior industry leaders, and represent Avalere as a strategic and technical expert and partner by clients.
- Experience presenting to and interacting with senior-level executives and/or health policy leaders.
- Exemplary interpersonal skills, and a commitment to working in a team environment with an ongoing emphasis on partnering and sharing work with colleagues.
- Superior problem solving and analytic skills with the capability of applying knowledge outside of one's immediate functional area.

Career Experience:

The successful candidate will possess a graduate degree in business administration, healthcare management, public policy, or a relevant discipline, or have equivalent relevant work experience. A minimum of 10 years of professional experience within the overall health care industry focused on health plan policy and/or strategy is required, with prior experience working in a health plan on government programs, or state and/or federal government experience preferred. Previous consulting experience is desirable but not necessary provided that the candidate is an outstanding communicator and enjoys working with clients to solve business problems. Previous management and supervisory experience required.

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.

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

- Cover letter
- Resume

References should be available upon request.

Please forward the information to:

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