



Senior Vice President

Business Development, Marketing, Communications

Avalere Health, a leading health strategy and advisory services firm, is seeking an exceptional senior business leader to assume a senior leadership role in growing the firm. The focus of this position is external – to include business development, marketing of Avalere’s products and services, and senior engagement with our commercial customer base. The position is expected to report to Avalere’s COO, and will be responsible for supervising activity in these areas as well as hands on development work.

The ideal candidate will have significant senior-level experience and expertise in business development, and marketing, and be conversant in the 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 offerings. Candidates having visible leadership experiences and progressive expertise in building a business preferred. Hands-on experience working in advisory services or syndicated research is preferred. Successful candidates will likely possess 15+ years of experience in growing companies and demonstrated ability to work with top executives of major healthcare organizations.

Duties and responsibilities include: (a) managing Avalere’s business development, marketing, communications and public relations functions; (b) representing Avalere to top-tier clients and prospective clients; (c) developing business opportunities in existing and new customer segments (e.g., pharmaceuticals, facilities, health plans); (d) engaging in a select set of client engagements as appropriate to ensure a strong understanding of the customer base; and (e) contributing to the formulation and execution of Avalere’s business strategy and tactical plan. Some of the individual’s time will be devoted to 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 an eagerness to embrace new challenges. The successful candidate will work 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 participation in Avalere’s equity incentive plan. Qualified candidates should submit an electronic cover letter and resume to:

Jenn Ripkin
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