

United States Jobs Expertini®

Healthcare Payer Provider Regional Accounts Leader

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Company: Guidehouse

Location: United States

Category: office-and-administrative-support

Job Family:

Business Executive (CRE)

Travel Required

Clearance Required

What You Will Do:

Use solution penetration in designated market through account / client relationship management, cross practice coordination within the market, and deep knowledge of regional market

Within their respective region, the Accounts will sell, support the architecture, and

programs for our clients, while delivering change and value through new industry capabilities/technology solutions. We expect the account lead to own the Regional Market RBR budget target by being involved in at least these activities:

Growth. Broaden relationships at the most senior levels with current and potential clients, and to translate this into NEW business opportunities.

Provide horizontal client development and assessment coordination

Coordinate at least 12 Account Plans for the identified client targets in the region per year

with standard cadence in place for execution

Grow a substantial business; build sustainable, long-term, and profitable client relationships at the C-suite and Board levels; and reinforce Guidehouse's position as a leading player in this market.

Delivery. Coordinate and support senior client relationships and will work with the BU on ensuring high quality delivery of the engagement.

Set the strategy and build propositions. Contribute to the evolution of key value propositions that relate to business issues faced by the client and be expected to drive practice development initiatives, new thought leadership, and continue to build Guidehouse's reputation and brand.

Leading teams. Seen as a market validated expert in healthcare and, therefore, assist in attracting top talent to help build the Guidehouse team.

Building relationships and using influence. Trusted advisor to clients and internal stakeholders and must demonstrate a high degree of thought leadership and sales affinity.

What You Will Need:

The successful candidate will display deep sales acumen and have excellent communication skills.

You will bring deep expertise and background gained in healthcare and should have a track record of developing and implementing growth strategies for the healthcare provider industry. It is important that this individual have the executive presence and gravitas to work with Guidehouse's most senior executive leadership.

Demonstrated collaborative leadership that drives enterprise value to the client and profitable expansive growth to your Consulting firm. This Executive will work with other Partners across the enterprise—professionals who think and adapt quickly, and who can pivot from being the key decision-maker to team member in a consensus-driven organization. Guidehouse's Executives are expected to build relationships at all levels of the company so they can effectively leverage all of the resources Guidehouse can bring to bear on behalf of their clients.

The successful candidate should possess the following attributes:

- A minimum 12 years of experience selling solution management consulting and/or large-scale process-led transformation

A minimum of five years working with healthcare provider companies, with preferred dominance in the West region.

Strong relationships in the healthcare provider marketplace.

In depth understanding on the major issues (e.g., budgets, priorities, etc.), competitors, and key market trends in the healthcare provider market.

Clearly demonstrated business account development and selling experience in the range of \$10 million+ in business origination.

Strong executive presence and confidence in the C-suite.

Proven at driving rigorous, fact-based analysis of client business problems that align well to the company's performance drivers and proves / disproves hypotheses, then to develop / help others develop solutions.

Executive level consulting sales/relationship experience with a demonstrated record of leadership and new business generation.

The ability to understand and anticipate the needs of healthcare provider clients; with forward thinking and intellect to help the client be innovative and be valued as a trusted advisor by senior executives.

Demonstrate agility, passion and innovation while managing through influence rather than command and control.

The ability to navigate successfully in a matrixed and rapidly changing organization.

4 yr. degree from an accredited University or College

These are performance and personal competencies that you will need for the position include:

Business acumen You should understand the evolving trends and business drivers for healthcare providers and possess a good understanding of all-round performance metrics. An understanding of how companies are positioned and differentiated in the marketplace, and how their business choices create growth and performance

opportunities and threats is required.

Setting strategy You should be able to identify marketplace trends, understand the pain points of prospective clients, understand the competitive landscape, and be able to conceptualize and articulate differentiated offerings leveraging the experience / expertise of Guidehouse. The successful candidate will have a clear and compelling vision of where s/he would like to take the business in the Midwest region, and will be able to communicate this vision to Guidehouse's senior leadership team and clients.

Executing for results This individual will need to show a sense of urgency about executing against an ambitious plan. Delivering quality client engagements on time and with a mindset of ensuring the business impact of an engagement is delivered to and acknowledged by the client is critical.

Motivation perspective Guidehouse would anticipate this person to be competitive, enjoy fast growth environments, and have the energy and endurance to succeed.

Leading teams. The successful candidate will be seen as a market validated expert in healthcare providers and, therefore, be capable of attracting top talent to help build the team. A track record of leading and developing high-performing, content-rich teams will be critical. S/he will need to lead by example and set the highest benchmarks for professionalism and performance expectations.

Building relationships and using influence. This successful candidate will have a high level of impact and the gravitas to build their brand internally within Guidehouse and to create an environment where his/her group works hard to introduce him/her and other group members to key clients and stakeholders. S/He should have a team-oriented and collaborative working style, both with clients and those within the organization. Interpersonally, s/he will need to have cultural astuteness, ethic rigor, and a strong healthy ego. The successful candidate will need the finesse and sophistication of working within a matrix environment where the caliber of executives is high. S/he will be expected to be a trusted advisor to clients and internal stakeholders and must demonstrate a high degree of thought leadership and sales affinity.

What Be Nice To Have:

Healthcare Management Consulting Experience

Master's Degree

The annual salary range for this position is \$159,300.00-\$238,900.00. Compensation decisions depend on a wide range of factors, including but not limited to skill sets, experience and training, security clearances, licensure and certifications, and other business and organizational needs.

What We Offer

██████████ offers a comprehensive, total rewards package that includes competitive compensation and a flexible benefits package that reflects our commitment to creating a diverse and supportive workplace.

Benefits include:

Medical, Rx, Dental & Vision Insurance

Personal and Family Sick Time & Company Paid Holidays

Position may be eligible for a discretionary variable incentive bonus

Parental Leave and Adoption Assistance

401(k) Retirement Plan

Basic Life & Supplemental Life

Health Savings Account, Dental/Vision & Dependent Care Flexible Spending Accounts

Short-Term & Long-Term Disability

Student Loan PayDown

Tuition Reimbursement, Personal Development & Learning Opportunities

Skills Development & Certifications

Employee Referral Program

Corporate Sponsored Events & Community Outreach

Emergency Back-Up Childcare Program

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