



Center for Improving Value in Health Care (CIVHC) Job Opportunity

Job Title: Account Executive

Job Description:

CIVHC is a rapidly growing nonprofit healthcare services organization. We are looking for an assertive, creative, self-starter who is motivated by driving change in the Colorado health care market. We are seeking an experienced health care professional who wants to leverage the most comprehensive state-wide All Payer Claims Database (CO APCD) in the United States to have an impact on stakeholders across the state of Colorado. This individual will be able to articulate CIVHC's Mission, Vision and how the CO APCD brings value to a diverse number of stakeholder groups resulting in tangible change in the way health care is bought, delivered and paid for. This individual thrives on collaborating with bright, motivated people across various roles within CIVHC.

The Account Executive position is responsible for developing and maintaining executive level relationships and must be a successful problem solver. CIVHC and the CO APCD provide data and multiple associated services for a variety of challenges that exist in Colorado's health care market. The Account Executive is a change agent personality and can translate uses of data and information into solutions that result in health care improvement and value for Coloradans. The Account Executive is also an effective communicator and team builder who is integral to the CIVHC organization.

Primary Duties and Responsibilities:

- Initiate, develop and maintain high level prospect and client relationships with key decision makers in Colorado and across the United States.
- Develop and provide executive-level presentations, solution demonstrations of CO APCD products, and ensure delivery of value to each stakeholder group who receives a product and/or service from CIVHC.
- Demonstrate success for developing a prospect and opportunity funnel, including forecasting, quota attainment, sales presentations, short-term, midterm, and long-term opportunity management.
- Ability to position "end-to-end" solutions and articulate value propositions and benefits to specific target markets.
- Seek out collaboration both internally and externally in order to drive new, innovative solutions for Colorado stakeholders.
- Negotiate solutions and identify opportunities for improvement to peers, partners and customers using a Win/Win philosophy. (Required).
- Maintain an up-to-date knowledge of additional data sources that will benefit CIVHC's mission and vision, and develop partnerships that will result in incremental value for specific target markets.
- Develop and close new business opportunities for Providers, Hospitals, Researchers, Health Plans, Employer Groups, and Brokers that improve health, lower costs, and improve care.

- Excellent written communication and oral communication skills, analytical acuity, sound business judgment.
- Collaborate with a cross-functional team of colleagues with diverse skill sets and representing diverse internal requirements to achieve the client's objectives.
- Assist in evolving non-public release of data and appropriate fee strategies.
- Create short and long term plans for prospects and clients based on research and deep understanding of business and technology trends.
- Extensive background and understanding of product, service, and channel sales as well as service delivery and customer fulfillment processes.
- Proven ability to work closely with health care professionals to understand organization and business needs to drive timely delivery of data information solutions for their customer requirements.

Education and Experience:

- Five years of health care experience, preferably in Colorado
- At least five years' experience managing a business or product/services sales account/territory
- Experience in business development and developing strategic account plans
- Channel experience desired
- Bachelor's degree in finance, economics, business or health care related field
- Strong understanding of healthcare strategy, operations, regulatory requirements, and health care claims
- Ability to use sound judgment and experience to plan and accomplish quantitative key performance and service level goals
- Understand, demonstrate and apply data collection and analysis to drive outcomes
- Strong interpersonal, oral and written communication skills
- Ability to organize and manage multiple priorities
- Must be able to work independently and be self-motivated
- Must work collaboratively across all departments within CIVHC

Physical Requirements:

- Ability to work at a computer for extended periods
- Ability to travel to and from meetings and appointments

CIVHC is an Equal Opportunity Employer.

Limitations and Disclaimer:

The above job description is meant to describe the general nature and level of work being performed: it is not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for this position.

Application Instructions:

Interested candidates may submit cover letters and resumes to careers@civhc.org. Please include the job title and your name in the email subject line.