



Center for Improving Value in Health Care (CIVHC)

Job Description

Position Title: Health Data Consultant

Reports To: VP, Client Solutions & State Initiatives

Job Classification: Exempt, Full-time

Pay Range: \$75,000 - \$95,000, the position is eligible for CIVHC's incentive compensation plan

Center for Improving Value in Health Care (CIVHC) is an objective, not-for-profit organization. Through services, health data, and analytics, we partner with Change Agents to drive towards the Triple Aim for all Coloradans. We believe that together we can alter the trajectory of health care and we are privileged to serve those striving toward a better health system for us all. We strive to empower individuals, communities, and organizations through collaborative support services and health care information to advance the Triple Aim of better health, better care, and lower costs.

CIVHC administers the Colorado All Payer Claims Database (CO APCD) for the state, and supports consumers, providers, employers, researchers, state agencies, communities and others with data and analytics to drive improvements in health and health care. We are seeking a **Health Data Consultant to support our sustainability and revenue generation efforts**. The role is focused on licensing data to researchers, non-profit organizations, health insurance companies, health systems and other stakeholders who have data needs focused on providing better health, better care, and lowering health care costs.

Ideal candidates must be goal-oriented and able to demonstrate success in a quota-driven environment selling data-based products and services within the health care industry. The Health Data Consultant position is responsible for developing and maintaining executive-level relationships, understanding their challenges, and demonstrating how medical claims data can support solutions. CIVHC and the CO APCD provide data and associated services for a variety of challenges that exist in Colorado's health care market. The position collaborates with bright, motivated people across various health care segments in addition to working across departments within CIVHC.

CIVHC is a rapidly growing nonprofit healthcare services organization. We are committed to working toward diversifying our staff, board, and committees, creating a culture of diversity and inclusivity with an intention to understand all viewpoints and reduce biases. We encourage individuals from all backgrounds to apply for open positions. CIVHC is a creative and collaborative environment, and we are looking for a team member who is eager to figure out how we can most effectively support our stakeholders.

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.
- License data from the CO APCD to CIVHC's multitude of stakeholders, attaining and/or exceeding monthly, quarterly, and annual revenue goals.

- 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 developing a prospect and opportunity funnel, including forecasting, quota attainment, sales presentations, short-term, midterm, and long-term opportunity management.
- Ability to position and articulate value propositions and benefits to specific target markets.
- Collaborate both internally and externally to drive new, innovative data solutions for clients
- 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.
- Create short and long term plans for prospects and clients based on research and deep understanding of business and technology trends.
- Understanding of health data products, services, 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.

Minimum Qualifications

- At least three years of demonstrated experience managing a business or product/services sales account/territory and meeting or exceeding quotas
- Bachelor's degree in finance, economics, business or health care related field (five years of relevant experience may be considered in lieu of a degree).
- Experience in business development and building strategic account plans
- Strong interpersonal, oral and written communication skills
- Ability to organize and manage multiple priorities
- Must be able to work independently and be self-motivated

Preferred and Essential Skills

- Two years of experience working with health data, preferably in Colorado with a state agency, health care provider, insurance company, health technology company or policy-focused organization
- Channel experience desired
- 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
- Must work collaboratively across cross-functional teams

Benefits

- 403b Retirement Plan
- Medical, Dental, and Vision plans
- Healthcare and Dependent Care Flexible Spending Account options

- Paid life insurance
- Short- and long-term disability coverage
- 9 paid holidays per year plus generous personal time off
- Company-paid parking
- On-site workout facility
- Excellent work-life programs, such as flexible schedules, and work-from-home options
- Employee wellness program
- Internal professional development opportunities
- Position may qualify for Public Service Loan Forgiveness Program. For more information, go to: <https://studentaid.gov/manage-loans/forgiveness-cancellation/public-service>

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.