



Example of Healthcare Director Job Description

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Our growing company is searching for experienced candidates for the position of healthcare director. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for healthcare director

- Business development to ensure repeat business
- Manage the Project Manager's performance of delegated responsibility
- Develop and drive the strategy and solutions surrounding Fair Market Value assessments and evaluations, exclusion and debarment screening of HCPs
- Leads the development and implementation of the short and long range plans to achieve the organization's goals and objectives including specific strategy and plans for growth, efficiency, cost management, quality care, and development of human capital
- Owns the organization's development process for the practice and as such, ensures performance planning, coaching and development plans are in place for all employees to maximize their potential
- Maintains physician/practice relationships via effective communication to physician practice leadership and works with physician leadership to ensure the practices strategic short and long term plans are in concert with US Oncology's plans
- Directs the business development process to increase market share in targeted markets
- Develops expansion plan and recommends expansion of service areas and development of new and profitable business ventures
- Negotiates medical services contracts and analyzes competitor pricing activities
- Develops systems for reviewing, tracking and implementing the performance

Qualifications for healthcare director

- Highly skilled in a variety of enterprise software tools and business analytics tools
- 10 years+ of sales and/or marketing leadership experience within the flexible packaging industry, preferably within Healthcare segment
- Minimum Bachelor's Degree or higher
- Demonstrated healthcare market segment expertise and commercial insights
- Minimum 10+ years of healthcare sales related experience with a proven track record of success, at least 5 of which is in a leadership capacity
- Possess strong relationships with business leaders built on trust in the healthcare market