Our growing company is searching for experienced candidates for the position of program management lead. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for program management lead

- Lead to Order program/process communication and training
- Distributor lead development – approach for leveraging distributors for moving level 2 leads to sales ready
- Define and implement best practice lead development and nurturing approach considering DF and PD Lead Development Specialists and how they align to BU, Demand Gen activities
- Ensure awareness and alignment between BU's and Demand Gen regarding campaign creation and refresh process
- Oversee Sales Process including Lead acceptance/rejection and Lead follow-up including assignment to sales person or distributor
- Re-engineer and implement approach for Leads into CRM/Philos platform including Sales entry and Johnson City entry as result of customer inquiries
- Define process for ensuring recognition of closed orders as result of lead management
- Continual improvement of lead management process
- Review client inventory of Coverage Policies and evaluate relevance to MA products
- Review client's Referral Management processes and procedures, including clinical and administrative workflows and tools with the objective of maximizing network alignment and in-network utilization

Qualifications for program management lead

- More than 1 year experience in directly or indirectly managing a team / stakeholders
- Minimum of 5 years of cross-functional program management experience
- Demonstrated expert-level knowledge in the planning, development, coordination, implementation and execution of a vulnerability management program within an organization of similar size, scope and complexity
- Shall possess at the time of award, and retain, a TS/SCI security clearance
- 8-10 years experience in Lead Management Program leadership with data analysis responsibility
- Demonstrated ability to successfully drive projects while working and influencing team members not within own organization