



# Example of VP-Health Job Description

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Our company is hiring for a vp-health. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for vp-health

- Fully understand critical differences between large retail chain pharmacy operations and ISMC pharmacy operations
- Build, maintain, and manage a pipeline of leads and prospective partners, channels and clients in the healthcare ecosystem, focused on providers
- Establishes organizational structures for accountability (nursing clinical councils, clinical councils, clinical program groups, shared governance councils)
- Educates stakeholders on the implications of the healthcare environment and community based care
- Analyze and develop both potential and existing strategic growth initiatives, recommending channels, partners and customers for Paladina to pursue
- Develop and formulate strategic plans for new business that include evaluating the current market environment, understanding competition, how buyers buy and then formulating a story to take to perspective clients where Paladina Health has no or minimal presence
- Develop relationships with large or medium size payers and medical groups that are minimally affiliated with Paladina Health which will enable them to expand into new market
- Actively participate in 2 to 3 year planning sessions with the Operations Teams
- Pursue and close strategic relationships with large physician practices, hospitals, managed care organizations and accountable care organizations to

- Responsible for getting deals closed and meeting goals established for growth and staying within expense budget

## Qualifications for vp-health

- 5+ years consulting or strategy experience
- Ability to understand and build on potential opportunities and risks
- Demonstrated execution of best practices and improved operational results
- 2+ years of retail management experience preferred, specifically in pharmacy operations
- Ability to build and maintain strong relationships including prospect and producer relationships internal
- MBA not necessary but strongly preferred