



Position Description: Business Development Director, Performance Measurement Collaborative

About the position:

The Business Development Director, Performance Measurement Collaborative will be a determined and experienced leader who will execute the strategy for revenue growth, sustainability, and relationship development. Reporting to the CEO, the successful candidate will collaborate with the leadership team to develop ways to support IHA's clients and stakeholders who are working to improve health, health care and lower costs. IHA offers a suite of services and products that are critical to monitoring California's progress toward high-quality, affordable, patient-centered care by benchmarking and tracking performance on key quality and cost measures.

The Business Development Director will be part of a team responsible for assessing, standardizing, pricing, and prioritizing current and future information products offered by IHA and assisting current and future clients with accessing those services and products while ensuring high client satisfaction. In this capacity, the Business Development Director will also support the product management function and would therefore require significant experience in this area along with traditional business development skills.

The Business Development Director will join a dynamic team and help develop standard product offerings and other market solutions to benefit stakeholders IHA serves as well as identify and develop new growth relationship opportunities. The ideal candidate will have the ability to build formal and informal networks to strengthen partnerships and increase IHA's market position and achieve financial and strategic growth.

Essential Functions:

- Develop, manage and guide strategies to drive revenues and achieve and maintain sustainability including pricing models and structure.
- Develop and implement the Performance Measurement Collaborative earned revenue strategy and ensure IHA is reaching all target markets and stakeholders.
- Build upon current relationships and create partnerships to expand IHA's reach into new markets.
- Interface and build strong relationships with executive thought leaders from hospital/health systems, health plans, physician organizations, purchasers and other industry leaders, to gain credibility and trust for IHA and support for our programs and mission.
- Work closely with and maintain thorough knowledge of the offerings and services of the program teams in order to support collaboration and alignment resulting in the delivery of a successful client fulfillment of products and services and to increase client satisfaction.
- Collaborate with all IHA teams with a focus on creating tangible results.
- Define outreach approach and work with marketing team to execute on strategy. Work with the Director of Marketing to ensure marketing efforts are driving pipeline growth.
- Collaborate with technology leadership to develop databases and access disparate information sources to assess benefit and risk of new initiatives.
- Develop sophisticated business proposals and business cases regarding key initiatives.
- Meet and exceed quarterly and annual key performance indicators.
- Deliver regular forecasts and detailed pipeline report to the CEO.

Position Requirements:

- MBA preferred.
- Minimum of 5 years of health care sales or business development/outreach experience, with significant experience in the California market.
- A deep understanding of the health care industry and market, including the delivery of care and reimbursement for care delivered.
- A strong understanding of data, types of data products and solutions, and the importance of using data analytics to support transparency. Working knowledge of claims systems, HEDIS measures, total cost of care measurement, and quality and performance improvement approaches a significant advantage.
- Understanding of legislative dynamics and political landscape related to health care reform both in California and nationally.
- Negotiation experience with C-level executives.
- Experience with complex consultative sales approach.
- Strategic planning experience focused on business model design translating to positive bottom line results.
- Self-driven, highly motivated and strong entrepreneurial spirit.
- A commitment to mission-based activities and an understanding of the needs and operations of a nonprofit organization.
- Demonstrated outstanding networking capabilities and a professional polished demeanor and business maturity.
- Strong leadership, collaboration skills, and the ability to influence peers and colleagues.
- Proven ability to manage multiple functions and build strategic relationships at many levels.
- Modest travel required.

Benefits:

- Competitive salary
- Great work environment in convenient location (City Center 12th St BART Station in Oakland)
- Free snacks, tea, coffee; pool/ping pong table in the office
- Subsidized gym membership
- 401K contribution
- 21 paid days off a year + 9 holidays
- Medical/dental/vision coverage
- Commuter benefits

US work authorization is a prerequisite to employment for this position.

About IHA

The Integrated Healthcare Association (IHA) is a multi-stakeholder leadership group that convenes diverse stakeholders committed to advancing high-quality, affordable, patient-centered care across California and the nation. IHA works with key industry leadership on performance measurement and improvement, incentives and cross-industry collaborations that drive efficiency.

IHA was established as a statewide association in late 1994 and is governed by a 40-member board of directors from California's leading health plans, physician groups, health systems and hospitals. IHA has a rich history and depth of experience in multi-stakeholder collaboration, performance measurement, and reporting. IHA is a small organization with a strong culture that leads projects with high industry visibility and impact.