

VP, Corporate Development

Career Description:

Overall Responsibility

VBD to work with senior management and apply creative problem solving approaches for developing consumer-provider-payer business strategies for a fast growing consumer-focused health service company. Also develop, identify and help build and maintain strategic alliances and partnerships required for successful execution.

Core Job Duties

- Develop competitive and business intelligence through careful analysis of products and business models of potential competitors and collaborators
- Research specific healthcare markets to identify best collaborators for future initiatives and economic models of future opportunities
- Through business analysis, research and deep understanding of business objectives, compose proposals or similar written business documents for clients, partners or prospects,
- Write business and strategic plans for current and future opportunities – evaluate resources, level of effort and partners and/or dependencies required for successful execution
- Support product development, marketing, and sales activities through cross-functional collaboration

Qualifications

- Knowledge of the healthcare marketplace - specific understanding of payer/care management companies, hospitals, and/or providers/physicians a plus
- Financial and operational modeling and comfort working with and presenting data – ability to layout models in Excel to show ROI, financial implications, etc.
- Ability to quickly define and size markets and evaluate strategic revenue and partnership opportunities
- Creative and robust analyses by combining cost analysis, demand analysis, scale curve and other techniques as needed
- Thorough experience in research – creative approaches to data gathering required
- Verbal and written communication skills to make strategic recommendations and write business plans
- Track record and desire to work as part of high-performing team
- Self motivator with a creative, innovative mind

Minimum Requirements

- Bachelor's degree in Business from business school; MBA preferred
- 5 years of healthcare business development and business strategy experience –OR–
- 2 + years of management consulting experience with sufficient project experience in healthcare – projects involving consumer strategies and provider/physician sales a plus
- Proven track record of building strong relationships with customers, employees and vendors

- Proven track record of critical strategic thinking, especially creative strategies for rapid growth
- Knowledge of and experience with leading edge consumer technologies a plus

To apply, please send your resume, along with a brief summary of your skills, experience and professional interest to jobs@americanwell.com and reference job title in subject line.

About American Well

Have you ever wanted to talk to a doctor online rather than take time out of your day to set up an appointment or wait in the emergency room? Have you ever wished that a 10 minute checkup or follow-up didn't require you to set aside two hours from your day? We are a web startup based in Downtown Boston offering a software service that facilitates online conversations between healthcare providers and patients. Our product is used by several regional health plans and hospitals to allow consumers to receive quality care online and provide physicians with an additional means to stay in touch with their patients.