



APPLIED POLICY®

201 North Union Street, Suite 212 | Alexandria, VA 22314 | appliedpolicy.com

Health Policy Manager

Healthcare Services Division

Job Type: Full-time, Alexandria, VA

The Health Policy Manager will manage client relationships in Applied Policy's market access and reimbursement practice. This practice focuses on strategic and tactical issues confronting hospitals, home health agencies, hospice agencies and other service-related providers. Managers independently manage Applied Policy projects and can be the main contact points for clients. Managers will use a wide array of research tools and will develop original content, as well as review content written by other team members for professional presentations and memoranda. Work product from Managers will be client ready when delivered for review to senior Applied Policy staff.

The Manager will, with limited oversight, manage a portfolio of Applied Policy clients, lead teams within Applied Policy by professionally delegating responsibilities, review staff output in order to deliver client projects.

RESPONSIBILITIES

- With minimal oversight, manage relationships with a portfolio of Applied Policy services clients, establishing the Manager as an expert and trusted counsel.
- Manage client scopes of work to achieve high levels of client satisfaction.
- Identify opportunities to grow the business with those clients where they have needs aligned with Applied Policy's expertise and offerings.
- Help senior members of the team develop client development plans to maintain and expand existing relationships and develop new relationships.
- Serve as a subject matter expert on health policy and reimbursement issues impacting hospitals, home health agencies, hospice agencies and other service-related providers.
- Identify and exploit sources of information for original work as well as to support work of others on the team.
- Monitor, analyze and summarize regulations, legislation and other federal coverage policies and proactively apply that information to our client's specific situations.

improving lives

- Collaborate with senior staff in creating both strategic and tactical recommendations for clients specific to their business needs and assist in the execution of those strategic and tactical plans to achieve client objectives.
- Assist senior staff in leading teams within Applied Policy to solve complex client problems and engage clients with novel solutions and ideas.
- Work with members of the team to show how work plans drive deliverables that meet client needs.
- Mentor and train less senior Applied Policy personnel.
- Be accountable for all client documents and deliverables produced by your team to be without inaccuracies, misspellings, typos or formatting issues.

QUALIFICATIONS

- A graduate degree in health policy, public policy, healthcare management, public health, public administration, health economics, business administration or a relevant discipline or a combination of bachelor's degree and in-depth relevant work experience.
- Minimum of 8 years of relevant work experience, consulting experience a plus.
- Experience managing client relationships or client projects where interpersonal skills were required.
- Demonstrated subject matter expertise in healthcare policy, regulations, and payment, including Medicare, Medicaid and other relevant federal or state programs.
- Demonstrated familiarity with Medicare's prospective payment regulations including the Hospital Outpatient Prospective Payment System regulation, the Hospital Inpatient Prospective Payment System regulation and the Physician Fee Schedule regulation.
- Significant project management experience that includes interacting with and presenting to senior-level executives and/or health policy leaders.
- Demonstrated ability to utilize problem solving and analytic skills to be proactive in anticipating how health policy changes may impact client operations, including the capability of applying knowledge outside of one's immediate functional area.
- Strong written and verbal communication, presentation, research, problem-solving and analytical skills.
- Demonstrated experience in successfully mentoring and developing team members as a manager or team leader, including managing the work of others.



- Track record working in collegial and collaborative environments, where client service and team success are more important than individual success.

COMPENSATION AND BENEFITS

Applied Policy offers competitive salaries based on experience, performance bonuses, generous health insurance coverage, long-term and short-term disability coverage, a 401(k) plan with employer contributions, paid vacation and the opportunity to make a difference by improving lives. Our office is located on the Old Town Alexandria, VA waterfront. Applied Policy has a hybrid remote working policy however we have a preference for in-person interaction and expect the successful applicant to be in the office two to three days per week and available to meet with clients and teammates in person frequently.

To apply, please send your resume with a cover letter, to jvoorhees@appliedpolicy.com - subject line should include "Services Manager".

The above description is intended to describe the general nature of the job and may include other duties as assumed or assigned; it is not intended to be all-inclusive or limit the duties of the position.

EOE

