



Job Title: Senior Manager Business Development
Department: Member Services / Business Development
Reports To: Senior Director Business Development
FTE: Full-Time

About Healthix:

Healthix is part of a nationwide movement to improve our health care system through better access to information. Healthix is the largest public health information exchange (HIE) in the nation, bringing together over 600 healthcare organizations at more than 6,000 sites across New York City and Long Island. We provide secure access to clinical data of more than 16 million patients to improve quality of care, efficiency and effectiveness. Healthix delivers actionable patient data electronically 24/7 in real time, with patient consent and consistent with regulations and policies established by NY State Department of Health. Healthix mission is to support healthcare providers and health plans to provide care management, improve clinical outcomes, promote efficiency and reduce healthcare costs.

Position Summary:

The goal of the Senior Manager of Business Development is to meet recruitment goals for Healthix as they are established by the Healthix Senior Management team and in support of the Healthix Blueprint for Success. The position is responsible for achieving individual and team targets. The Senior Manager of Business Development engages with prospects and participant organizations that are strategic to the Healthix community at various points in the recruitment cycle to introduce them to Healthix and the value of health information exchange. The individual will drive the contracting and onboarding processes and is responsible for leveraging relationships with our channel partners and actively recruiting new participants to support recruiting goals consistent with the Healthix strategic business plan and the Statewide Health Information Network of New York (SHIN-NY) requirements.

Responsibilities include but are not limited to:

- Form strategic partnerships and act as key contact for assigned channel influencers and ambassadors to leverage their existing networks, to attain yearly recruitment targets
- Show an understanding of the challenges facing the industry
- Analyze existing approaches to recruitment of new participants and make changes where needed and appropriate to achieve goals
- Work collaboratively with the Business Development team members and across Healthix teams to achieve company goals
 - Serve as “Healthix education expert” and act as point of contact for prospects as a member of the Business Development team. This includes delivering online or onsite presentations and webinars that demonstrate the value of Healthix services.

- Manage relevant information and document activities in our Client Relationship Management Salesforce database
- Engage other new business opportunities as needed; represent Healthix at events and conferences as assigned

Education and Experience

- Bachelor's Degree is required.
- Minimum of three+ (3+) years of related experience, preferably in the health care industry, and experience working in a senior business development role with an understanding of physician practice operations.

Qualifications

- Experience working with senior management to achieve goals
- Experience delivering on recruitment targets
- Knowledge of physician practice environment in the greater New York region
- Proven track record of successfully reaching goals for new business
- Proven track record of generation of leads
- Strong interpersonal and verbal communication skills
- Competence in developing strong relationship skills with high emphasis on delivering value and service
- Experience working in a sales focused environment
- Strong project management and organizational skills
- Team player and collaborator
- Flexible and resourceful
- Results oriented
- Knowledge of MS Office 365, Excel, PowerPoint, and Salesforce CRM

Application:

Interested individuals are invited to apply at careers@healthix.org.