



Director – Strategy Team - Health Policy and Analytics

Faulkner Consulting Group (FCG) is searching for a **Director** with management experience in health care consulting, state or federal government, and/or in the healthcare/health insurance industries to join our Strategy team. Our Strategy team works primarily with clients in state government, including Medicaid, Marketplaces, and Health and Human Services agencies. We also work with providers and health insurance companies. The **Director** will be responsible for managing consulting projects and client relationships; owning and communicating the answer to a consulting project; and helping to design, develop and implement innovative public programs. The ideal candidate is motivated and highly analytic, with an ability to synthesize and assimilate complex concepts into actionable information by transforming data into meaningful narratives and helping our clients understand key takeaways. This candidate is also mission driven, strives to bring about positive impacts through data driven solutions and has endless curiosity with a penchant for figuring out practical solutions to complex issues.

Key Responsibilities

Own consulting projects and project tasks

- Lead the team effectively and with commitment; identify work that needs to be done and leverage/guide/train junior staff in work effort
- Oversee, and at times directly conduct research and analysis, developing resulting presentations
- Deliver the answer, providing innovative recommendations to our clients
- Translate key learnings/insights into innovative solutions
- Foster a culture of integrity, trust, accountability, and high performance
- Prepare and present materials for internal and external audiences including presentation materials, written summaries and reports, and dashboards for clients
- Understand quantitative methods sufficiently to frame analytic questions and provide analytic direction to consultants, and vet quantitative results to ensure client-readiness

Management of day-to-day client relationship

- Build and maintain strong client relationships that instill confidence in the FCG team and facilitate positive outcomes
- Provide unparalleled client service, listening and responding to questions and concerns, tailoring solutions to their needs, adapting/refining approach and policy recommendations as client needs change
- Engage directly with internal and external stakeholders and proactively partner with senior leaders to drive conclusions and think creatively

Manage key project deliverables

- Work with team members to define a realistic workplan to accomplish project goals, thinking through each step required and the time each step will take to complete
- Ensure project goals are met; opportunity/gaps are addressed
- Leverage FCG resources and partnerships as needed
- Translate programmatic ideas and challenges into fiscal models and forecasts

- Design methods for performing key policy research to identify best practices, client benchmarks and program opportunities

Support business development

- Identify new business opportunities within assigned clients, as well as identify new clients as feasible
- Support proposal development
- Help develop, document, and communicate new solutions that could be valuable to multiple clients

Support corporate performance goals across multiple project and clients

- Supervise and mentor junior staff
- Participate in setting FCG strategic direction, including identifying potential new clients, new business opportunities, and prioritizing work
- Support development of FCG intellectual property by participating in information sharing across the firm, attending national conferences, documenting project work, etc.
- Directors are expected to account for hours by client as well as non-billable time; accounting for hours is expected daily, with monthly goals for billable work.

Qualifications

- Advanced degree in Public Policy, Public Administration, Public Health, Health Administration, business, economics, or MBA required
- Minimum 10+ years of progressively responsible professional work experience with healthcare strategic consulting, state or federal government, or in healthcare/health insurance industries
- Demonstrated ability to identify and analyze problems and situations to implement solutions and provide strategic advice
- Ability to interact professionally with clients and other outside audiences
- Experience leading a project team, including the ability to support and motivate team members in achieving project goals
- Exceptional analytic skills. Able to demonstrate clear and logical thinking; comfortable with numbers and online data research.
- Strong written and oral communication skills. Able to present quantitative data in a clear and concise fashion; excellent oral and written communication skills, including relaying complex technical terms in an easy-to-understand manner.
- Familiarity with federal and state health policy, the Affordable Care Act (ACA), Medicaid, Marketplaces, and health-related fields like housing, human services, services for children and families, etc.
- Advanced skillset in MS Word, Excel, and PowerPoint; experience with SharePoint and Teams preferred
- Experience with Medicaid preferred. Relevant experience in the federal, state, or private healthcare industry sectors strongly desired

Competencies

- Thrives in a fast paced, deadline driven, ever changing environment
- Strong analytical/research/problem solving skills
- Ability to work efficiently both independently and with teams, with little or no supervision and sometimes short notice
- Ability to prioritize and handle multiple tasks/projects, experience delivering services on several projects simultaneously

- Proven ability to meet deadlines
- Positive “can do” attitude
- Organizational skills, with a strong attention to detail
- Mission driven and passionate about improving health care in Rhode Island
- Build positive relationships within the project team, across and outside the firm
- Ability to apply emerging technologies, including but not limited to AI, to streamline FCG processes and enhance deliverables.
- Treat clients, strategic partners and fellow employees with respect and professionalism in all interactions
- Take ownership for one’s professional development by increasing knowledge, skills and abilities in areas that are critical to the firm’s success
- Collaborate and share knowledge with other FCG staff

Faulkner Consulting Group www.faulknerconsultinggroup.com

Faulkner Consulting Group (FCG) is an experienced health policy consulting firm focused on the intersection of public and private programs. FCG has expertise in health care payment and delivery system models, including national and local health policy trends, federal and state health program design and state regulatory policy.

Work Environment

FCG has adopted a remote-first operating model and culture. This gives our team members the freedom, autonomy and trust in each other to work from home except for instances where our clients ask us to meet and/or work on-site in their offices. Travel will be required to Rhode Island quarterly for in-person team meetings and learnings. Preference will be given to candidates that live in the Northeast.

Interested candidates should submit cover letter and resume to hr@faulknerconsultinggroup.com. Applications without a cover letter will not be considered.

EEO Statement:

It is our policy to provide equal employment opportunity to all persons, without regard to race, color, creed, religion, national origin or ancestry, sexual orientation, gender identity or expression, marital status, age, disability, genetic information, veteran status, or any other legally protected status under local, state, or federal law. FCG is an at-will, equal opportunity employer. FCG hires and promotes individuals solely on the basis of their qualifications for the job to be filled.

Disclaimer: This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.