



Strategy Associate – Financial Modeling & Analytics (Health Policy)

Faulkner Consulting Group (FCG) is searching for a motivated, mission-driven **Associate** with strong analytic skills to join our Strategy team. Our Strategy team works primarily with clients in state government - including Medicaid, Marketplaces, and Health and Human Services agencies - as well as providers and health insurance companies. The **Associate** will be responsible for data analysis, financial modeling, research, and project management to support the design and implementation of innovative public programs.

The ideal candidate has a keen analytical mind and 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 dedicated to bringing about positive impacts through data driven solutions and has endless curiosity with a penchant for figuring out practical solutions to complex issues.

Key Responsibilities

- **Data Analysis and Financial Modeling:** Analyze, summarize, and present data in a clear and concise fashion to inform data driven decision making.
 - Develop financial models and forecasts to estimate program costs and analyze systems.
 - Gather and analyze data from multiple sources, including but not limited to publicly available data on healthcare costs and trends, as well as proprietary data from organizational operations and financial metrics.
 - Build financial models to estimate costs associated with new program designs - define revenue streams, categories of expenses, and key drivers of cost and revenue.
 - Develop scenarios and sensitivity analyses to identify the most important drivers of financial outcomes and inform decision making.
 - Create projection models, integrating a comprehensive understanding of the impact of demographic and economic trends and federal and state rules and regulations on future costs.
 - Identify key takeaways from public financial statements, such as profitability by business line, cash position, dependence on various revenue sources.
- **Research:** Perform key policy research, identifying best practices, client benchmarks and program opportunities.
 - Gather and analyze quantitative and qualitative data from multiple sources, including but not limited to publicly available data, proprietary financial and operational data, and data from stakeholder interviews.
 - Leverage multiple forms of research including internet and AI based search techniques, key informant interviews, and other methods as needed.
 - Provide detailed and summary documentation of research, including key takeaways synthesizing information from multiple sources.
- **Presentation:** Prepare and present deliverables, including presentation materials, written summaries and reports, and dashboards for clients.

- Write clear, compelling, and easy to understand documents for executives.
- Create presentations that summarize data in innovative and visually appealing ways.
- Develop reports and dashboards to present data in ways that help senior leaders make data-driven policy decisions.
- **Project Management:** Track progress towards project milestones and identify risks and barriers.
 - Develop detailed project plans organizing tasks and timelines.
 - Capture action items and coordinate across the project team to track progress.

Qualifications

- Four-year degree in economics, business, finance, data science, statistics, public policy, public health, health care management, or related academic disciplines
- Minimum 3 years of professional experience with a Master's degree OR minimum 5 years of professional experience with a Bachelor's degree
- Exceptional analytic skills – highly proficient with data analysis in Excel. Able to analyze, summarize, and present data in a clear and concise fashion.
- Experience with complex data analysis, financial modeling, and projections. Able to demonstrate clear and logical thinking and develop analytical frameworks to answer complex questions.
- Strong research skills. Able to research and synthesize key findings from an array of sources.
- Strong written and oral communication skills. Able to communicate analytic findings and key decision points clearly and concisely to inform decision making
- Experience developing PowerPoint presentations and reports. Able to create visually appealing graphs, diagrams and timelines.
- Highly proficient in MS Word, Excel and PowerPoint. Experience with data/analytics software (e.g. R, Stata, Salesforce, SPSS, SAS, RapidMiner, Tableau, Microsoft BI, Sisense others) - a plus
- Familiarity with the Affordable Care Act (ACA) or federal/state health insurance policy – a plus

Competencies

- Thrives in a fast paced, deadline driven, ever changing environment
- Strong analytical, research, and problem-solving skills
- Ability to work independently and efficiently, with little or no supervision and sometimes short notice.
- Ability to prioritize and handle multiple tasks/projects
- Proven ability to meet deadlines
- Positive “can do” attitude
- Organizational skills, with a strong attention to detail
- Mission driven and passionate about improving public policy and programs

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. We seek qualified candidates that live in the Providence, Boston, NYC, and Washington DC locales.

Interested candidates should submit cover letter and resume to hire@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.