



Director — Strategy Team - Healthcare Policy and Finance

Faulkner Consulting Group (FCG) is searching for a Director with strong quantitative analytics skills and management experience in healthcare consulting, state or federal government, or the healthcare/health insurance industry to join our Strategy team, which works primarily with state government clients — including Medicaid, Marketplaces, and Health and Human Services agencies — as well as providers and health insurance companies. The Director will manage consulting projects and client relationships, own and communicate the answer to a consulting project, and help design and implement innovative public programs. The ideal candidate is mission-driven and highly analytic, with financial modeling experience and the ability to turn complex, data-driven analysis into clear narratives and practical solutions for clients.

Key Responsibilities

Own Consulting Projects & Client Relationships

- Lead project teams with commitment, identifying work to be done and guiding, training, and mentoring junior staff.
- Oversee, and at times directly conduct, research and analysis, delivering innovative recommendations and translating key insights into solutions for clients.
- Prepare and present materials for internal and external audiences, including presentations, written reports, and dashboards.
- Build and maintain strong client relationships that instill confidence in the FCG team, providing unparalleled client service and adapting/refining approach and policy recommendations as client needs evolve.
- Engage directly with internal and external stakeholders, partnering with senior leaders to drive conclusions and think creatively.
- Foster a culture of integrity, trust, accountability, and high performance.

Financial Modeling & Analysis

- Develop and maintain financial models for strategic planning, forecasting, budgeting, and auditing/oversight, presenting them in an easy-to-understand way for clients.
- Develop innovative business models to support client budgetary targets
- Develop analytic frameworks and conduct program evaluations to assess policies and programs.
- Understand quantitative methods well enough to frame analytic questions, direct consultants, and vet results for client-readiness.

Manage Project Delivery

- Define realistic workplans with the team, ensuring project goals are met and gaps or opportunities are addressed.
- Translate programmatic ideas and challenges into fiscal models and forecasts, leveraging FCG resources and partnerships as needed.
- Design methods for policy research to identify best practices, benchmarks, and program opportunities.

Support Business Development & Firm Growth

- Identify new business opportunities within assigned clients and new clients as feasible, and support proposal development.
- Help develop, document, and communicate solutions with value across multiple clients.
- Participate in setting FCG strategic direction and support development of firm intellectual property (information-sharing, conferences, documented project work).

Qualifications

- Advanced degree required in Public Policy, Public Administration, Public Health, Health Administration, Business, Economics, Quantitative Methods, Applied Math, or an MBA.
- 10+ years of progressively responsible experience in healthcare strategic consulting, state or federal government, or the healthcare/health insurance industry.
- Exceptional analytical skills, with the ability to identify and analyze problems, sift through large data sets, and provide strategic advice and practical solutions.
- Strong written and oral communication skills, including the ability to present quantitative data and relay complex technical concepts clearly and concisely.
- Experience leading a project team, including supporting and motivating team members toward project goals.
- Familiarity with federal and state health policy — including the ACA, Medicaid, and Marketplaces — and related fields such as housing, human services, and services for children and families; Medicaid experience preferred.
- Knowledge of basic accounting concepts and financial analysis terminology and best practices.
- Advanced skills in MS Word, Excel, and PowerPoint; experience with SharePoint and Teams preferred.
- Ability to prioritize and manage multiple projects simultaneously, meet deadlines with little supervision, and thrive in a fast-paced, changing environment.
- Comfortable applying emerging technologies, including AI, to streamline processes and enhance deliverables. Experience working with Claude including developing skills, projects and artifacts a plus.
- Mission-driven, with a positive, collaborative approach and strong attention to detail.

Faulkner Consulting Group www.faulknerconsultinggroup.com

FCG is a health policy consulting firm focused on the intersection of public and private programs, with expertise in health care payment and delivery system models, national and local health policy trends, and federal and state health program design and regulatory policy.

Work Environment

FCG has adopted a remote-first operating model, giving team members the freedom to work from home except when clients ask us to meet or work on-site. Travel to Rhode Island is required quarterly for in-person team meetings. Preference will be given to candidates based in the Northeast.

To Apply

Interested candidates should submit a cover letter and resume to hiring@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 and hires and promotes solely on the basis of 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 required of the employee. Duties, responsibilities, and activities may change at any time with or without notice.