Full-time Consulting Practice Executive Opportunity Available

Navvis & Company, a premier national healthcare consultancy, is seeking a seasoned executive – level consultant with experience in the physician transaction arena to join our St. Louis or Orlando team. This is an ideal opportunity for an experienced healthcare consultant seeking to be on the forefront of the healthcare industry and to work in a dynamic, team and growth-oriented environment.

Responsibilities:

- Leads the development and implementation of strategic health system/hospital-physician transactions
  - Identifies key market and revenue growth opportunities; facilitates the identification and development of relevant alignment strategies (such as negotiating practice acquisitions, group practice development, co-management arrangements, real estate ventures, etc.), giving consideration to political, operational, legal, economic and strategic issues
  - Facilitates and closes physician transaction activities
  - Coordinates due diligence activities including fair market valuation
  - Develops compensation and incentive plans
  - Facilitates development of organization governance models
  - Analyzes relevant business trends and complex financial data
  - Coordinates the development of and delivers high quality, specialized documents, written reports and presentations to client organizations
- As a consulting executive, will have responsibility for business development, engagement and client relationship management and will lead project teams, overseeing the work of consultants and other team members in the fulfillment of various aspects of client project engagements

Requirements/Qualifications:

- Ten or more years of healthcare industry experience with consulting experience preferred
- Experience in physician practice, ancillary services and facilities acquisition
- Experience in and negotiating medical transactions and group practice development
- An understanding of key healthcare – related clinical, financial, regulatory and legal requirements
- Experience in healthcare system strategic planning, financial analysis and modeling including physician practices and ambulatory operations
- Expertise in clinical integration and physician employment
- A understanding of fair market valuation and physician compensation models
- Knowledge of the principles and techniques of financial and economic analysis and ability to effectively evaluate economic, financial and industry trends
- Ability to effectively manage multiple projects, delegate and achieve engagement goals and objectives
- Skill in exercising a high degree of initiative, professionalism, judgment and discretion
- Strong critical thinking, problem identification and problem resolution skills
- Superior verbal and written communication skills
- Strong business acumen and operations experience
- Strategic agility and ability to effectively adapt to change
- Commitment to quality and excellent customer service
- Willingness to travel 70%
- A high level of proficiency in MS Word, Excel, Access, PowerPoint and Outlook

Salary: Commensurate with experience
Contact: careers@navvisandcompany.com or call 636.536.9443 ; EOE