



Title: Senior Vice President, Market Leader

Location: Dallas, TX and Chicago, IL

Job Summary

IKS Health Senior Vice President, Market Leader IKS Health is looking for a dynamic, thought-leader interested in driving change throughout the healthcare delivery system in the United States. The ideal candidate will have experience in ambulatory practice operations, finance, or consulting, ideally with some time spent running a team or department within a health system or healthcare specialty organization. A working understanding of healthcare trends, health system operations and practice financials is essential to this role which is the ongoing liaison to our current customers responsible for account growth, as well as develop a sales pipeline and account conversion.

Key Responsibilities

Revenue

- Assume revenue management responsibility for account maintenance, and growth within a target market
- Perform as an IKS ambassador and client advocate, proactively lead and coordinate teams from both sides towards common goals.
- Leverage consultative client centric skills to grow existing client relationships at all levels, especially at the CXO level.
- Engage as a Strategic Partner with Client CEO's and advise them on their business
- Revenue Budgeting
- Revenue Forecasting
- Adherence to Revenue Storm methodology and salesforce.com

Client Services

- Manage the overall operational relationship between IKS Health and the Client
- Coach and Manage Client Services leaders within respective market
- Improvement of customer satisfaction of existing clients
- Able to effectively work with operations team to identify potential solutions / strategies to effectively address client issues / objectives.
- Oversee and provide strategies for effective governance between IKS Health and Client teams across the hierarchy (level equivalent mapping)

Success Traits

- Entrepreneurial
- Goal oriented
- Commercial mind set
- Flexibility and willingness to travel
- Self-starter

Qualification

- At least 10 years of experience in the Provider Healthcare space, delivering consultative, account management, and/or outsourced services with revenue & growth responsibility.
- Clearly demonstrated experience owning and delivering revenue targets predictably to produce forecasted outcomes for a single client or grouping of clients



- Individual ability to create a shared vision with prospect executives for the purposes of selling IKS services
- Experience creating and maintaining executive level relationships
- Deep knowledge of the US Healthcare Provider/Payor market in general but specifically of the Ambulatory segment. Prevailing and future trends that effect/can effect Prospects/Customers
- Some level of Strategy Consulting experience helping Healthcare Providers solve real Business Problems
- Strong Financial acumen to be able to quantify the impact of Business Problems and their solutions. Ability to strike balance between being voice of customer and being able to represent voice of IKS to the Customer
- Demonstrated Ability to work collaboratively with various internal stake-holders in the Organization
- Have proficiency in and be able to coach Client Services employees in the organization about how to gain C-Level Executive access
- Ability to quickly build confidence & credibility with customers and internal team members
- Strong personal communication and presentation skills.

IKS Health offers a comprehensive benefits package including medical, dental, vision, life insurance, long-term and short-term disability, AD&D, etc. For additional information please reach out at ushr@ikshealth.com