



## **Position Specification**

# **Director of Managed Care Consulting**

New York, NY

January 2012

## Summary

The Director of Managed Care of Loeb & Troper will be responsible for implementing and managing consulting engagements related to managed care operations. Engagements will include assisting Managed Care clients with plan operations, assisting in developing Medicaid and Medicare Managed Care products as well as assisting providers as they transition from a fee-for-service to a managed care environment. Working closely with the health care consulting partners, the Director of Managed Care will provide expertise and resources regarding current and emerging managed care issues. He or she must have a background that includes managed care operations, ideally a Managed Long-Term Care Plan (MLTCP).

## The Opportunity

This is an opportunity to enhance the Consulting Division of Loeb & Troper, an organization that is well established and very highly respected. This newly created position will assist in harnessing the firm's existing capabilities within the managed care arena while simultaneously adding new capabilities, with a view toward establishing a dedicated managed care practice. This unique position is a multi-track opportunity, best categorized as follows:

- Work on existing consulting engagements relating to managed care operations
- Develop new consulting engagements
- Serve as the managed care resource to the health care consulting partners and clients
- Identify and develop new product lines based upon new and emerging managed care issues

The position will be part of the executive team in the Health Care Consulting Division. The successful candidate will be provided with increasing autonomy in a highly professional, supportive and collegial setting. With excellent performance the position will have the opportunity for Partnership in the firm.

## The Organization

Established in 1919, Loeb & Troper provides audit, consulting and tax services to health care, not-for-profit and special needs organizations and is well-known for its specialized industry knowledge, on-going industry leadership and hands-on service. The firm is considered a boutique firm and highly-regarded as the "go to" firm for clients in its niche practice areas. The firm currently has 21 partners, 130 professional staff and close to 1,000 clients. Their office is based in NYC's mid-town Manhattan. Further, the firm has a long history of promoting from within. See [www.loebandtroper.com](http://www.loebandtroper.com).

Loeb & Troper is widely recognized as a leader in providing professional services to health care organizations. The partners work very closely with executives and board members from the leading health care organizations in New York State. They also play an active role in the industry – working with colleagues on advocacy and technical issues. The firm also has strong relationships with key players in the regulatory arena and currently has a number of staff who formerly worked for the NYSDOH.

The current health care environment throughout the nation, and specifically in New York State, is unprecedented. The confluence of health care reform, demographic trends, consumer preferences, competition and regulatory requirements has created a firestorm of change that will impact health care providers for decades to come. Loeb & Troper is considered the market leader in understanding the

impending market changes from a financial, clinical and strategic perspective, and is playing a key role in guiding some of the most prestigious health care organizations in the greater New York area.

### **The Position**

This newly created position will assist in harnessing Loeb & Troper's existing capabilities within the managed care arena while simultaneously assisting existing managed care clients and adding new capabilities, with a view toward establishing a dedicated managed care practice. Working with the health care consulting partners, this position will:

- Assist existing managed care clients with plan operations, program improvement and performance metrics
- Assist clients as they develop new Medicaid and Medicare managed care products from regulatory applications to pre-readiness preparations
- Provide on-going technical expertise and guidance on current and emerging managed care developments and regulations
- Identify new consulting opportunities
- Develop products to disseminate information to colleagues and clients including articles, newsletters and speaking engagements
- Collaborate with health care consulting team to identify new product lines in managed care
- Troubleshoot client options in this environment, specifically to develop a managed care/insurance product or determine the best way to establish "downstream" provider relationships with managed care entities
- Attend business development meetings
- Represent the firm at trade shows and conferences
- Identify strategic business partners in the managed care arena, such as attorneys, IT vendors and insurance executives

### **The Candidate**

Technically, the right candidate will have a track record in managed care operations, ideally from a New York based MLTCP, which should incorporate:

- Developing and managing a successful managed care plan
- Monitoring and measuring clinical and financial outcomes
- Ensuring efficient business and operational functions that support non-clinical operations
- Ensuring compliance with Federal and State laws and regulations
- Analyzing potential strategic partnerships and/or new lines of business

The right candidate will have at least five years of in-depth and progressive experience in health care and managed care operations, with preference given for experience in managed long term care. He or she must understand Medicare and New York State Medicaid and Managed Care regulations. While not absolutely necessary, previous consulting and/or client management experience is valuable.

Personally, the right candidate will have the characteristics of a successful consultant and leader:

- Exceptional interpersonal and communication skills

- Top notch writing ability
- Strong analytic capacity and strategic vision
- Ability to take initiative, to self direct and to be resourceful
- Being well organized, responsible and responsive
- Having the ability to balance leadership responsibilities and team member/supportive responsibilities
- Able to thrive in a rapidly changing environment
- Can multi-task, juggle priorities, manage time/deadlines and remain composed under pressure
- An unpretentious, hard-working, hands-on personality
- Skilled at project and client management

### **Critical Success Factors**

It is expected that this Director will be a key player in expanding existing consulting capacity into a comprehensive managed care practice.

### **Compensation**

A compensation package will be constructed commensurate with the background and experience of the selected candidate. Most significant is the opportunity to join a leading, well respected organization in a role that will develop and enhance new capability for the firm.

### **For More Information**

Referral of prospective candidates and/or networking sources is welcome. Interested parties please send resume and cover letter to [LTDDirMCConsulting2008@ZurickDavis.com](mailto:LTDDirMCConsulting2008@ZurickDavis.com). For additional questions please contact **Annette Cooke** or **Jeff Zegas** at 781.938.1975. All contact with our office will remain confidential.