

## **Healthcare Business Consultant**

### **\*Remote Position**

Recognized for more than 30 years of growth in visual data mining technologies, Salient delivers a lightning-speed solution that empowers people and impacts business at all levels. As an industry leader, we attribute our success to our cutting-edge technology and to the contributions of our dedicated, forward-thinking employees.

Salient Corporation, a developer of leading Value Based Performance Management software and applications, are searching for a highly experienced Business Consultant to join our Healthcare Division. This person should be a self-starter who can help enhance and support our NYS Medicaid Enterprise Solutions and client relationships. Our team of Business Consultants are high energy leaders who work collaboratively across departments and with stakeholders at varying decision-making levels. This is a full-time position, located remotely with potential travel to client sites and Salient offices as needed.

### **Key Responsibilities:**

As a Business Consultant, you will seize opportunities to enhance our solutions. You will work closely with external Healthcare Plan and Provider stakeholders as well as internal cross functional teams to conceptualize, develop, and support data driven solutions. The team will rely on your ability to form strategies and project guidance. This role requires a keen attention to detail, superior organizational and documentation skills, and a teamwork approach.

### **Required Education/Experience:**

- Bachelor's degree in science, public health, public policy, business administration, or related field. Four years of experience working directly with NYS Medicaid policies or programs may be substituted for a degree.
- In addition, minimum of 5-7 years of professional work experience in relation to the NYS Medicaid Program, and/or similar population health initiatives.
- Exposure or experience with data driven solutions supporting performance management.

### **Preferred Qualifications:**

- Experience working directly with NYS Medicaid policy or programs areas and collaborating at executive level within NYS Medicaid Stakeholders.
- Experience delivering data driven solutions for Value Based Payment initiatives to Health plans or providers.
- Master's degree in related field.
- Project Management experience.
- Experience with Software Development Lifecycle environment; eliciting and documenting stakeholder requirements and working with internal cross functional teams to support design, development, testing, implementation, and support.
- Track record of contributing to the creation and administration of data driven solutions to complex problems.
- Possess excellent listening, critical thinking, and problem-solving skills.
- Excellent verbal and written communication skills.
- Task management – successfully engage in multiple initiatives simultaneously in a fast-paced work environment.
- Interest in data exploration and data visualizations.

**Primary Duties:**

- Be a trusted advisor to NYS Medicaid program stakeholders to support evaluation of program/policy needs.
- Maintain and grow relationships with clients.
- Identify and assess the viability of new business opportunities.
- Collaborate with cross functional team members to create and support solutions.
- Produce project-related documentation including executive summaries, presentations, visual resources, requirements documents, design documents, test plans, and other supporting documents.
- Assist with project plans, present project updates internally and externally.
- Assist with managing scope, budgets, and timeframes of projects.
- Develop knowledge and deep understanding of Salient software and application capabilities.
- Maintain strict adherence to Salient and client security policies and procedures.
- Interact in a personable and professional manner with Salient staff and clients.
- Work independently and as part of a team.
- Have personal integrity, sound judgement, and an honest and ethical approach.
- Carry out other duties as necessary and as assigned.

**Measures of Performance**

Maintenance and expansion of Salient reputation as a trusted advisor and subject matter expert. Consistent delivery of high quality, timely work with deep knowledge of internal and external products and procedures. Motivation to meet and exceed expectations after creating accurate and realistic estimates for assigned work. All while demonstrating a consistent positive attitude in the work environment with subordinates, peers, and managers.

Salient Corporation is proud to be an Equal Opportunity Employer.

All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, sex, sexual orientation, marital status, military status, veteran status, age, national origin, citizenship, ancestry, disability, predisposing genetic characteristics, domestic violence victim status, or any other status protected by law.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document for upon hire.