

Job Description

Job Title: Senior Strategic Pricing Consultant	Revision Date: October 3, 2022
Department: Financial Services	Type of Position: Full-Time
Location: Remote	Travel Required: (estimated up to 20%)
Reports to: Senior Vice President – Financial Services	Approved:

General Description

The Senior Strategic Pricing Consultant within Financial Services position will be responsible for project management and for providing consulting services in the areas of strategic pricing, CMS price transparency, managed care and governmental reimbursement, budgeting, cost development and various financial analysis. The person fulfilling the position will demonstrate strong Excel and analytical skills as well as a comprehensive understanding of chargemaster pricing and related net revenue impact related to contract terms. This position requires a good understanding of managed care contract terms sufficient to direct and participate in financial analysis of revenue projections based on contractual rates of payers, adverse trends, terms and appropriate recommendations or conclusions related to client managed care contracts. The senior consultant keeps team members apprised of developments or trends in the managed care marketplace.

The senior consultant will hold responsibility to lead team participation and contributions toward achieving client goals. The position requires direct contact with clients to accomplish the objectives of various consulting engagements including the development of price models based on the stated goals of the client and in agreement with contract terms. This contact may require onsite meetings and presentations, working directly with clients and staff to accomplish the unique requirements of projects, and an ability to think proactively and innovatively in the best interest of our clients.

Essential Job Functions

- Prepare financial analyses for consulting projects
- Utilize financial and pricing benchmark data from software tools for use in consulting engagements
- Act as a pricing advisor for consulting clients
- Develop and maintain a strong client relationship
- Research federal and state healthcare regulations and develop new service offerings
- Be knowledgeable in all aspects of healthcare finance
- Mentor and direct staff as needed
- Demonstrate comprehension of Panacea’s suite of pricing related tools sufficient to work independently with little supervision
- Serve as content expert for consulting engagements
- Develop and write reports, presentations, and other components of client deliverables for consulting engagements
- Actively work with the financial and clinical consulting team members to achieve consulting division goals
- Work with sales staff as necessary to develop proposals and scope of work
- Ensure quality and standardization of work products
- Contribute to new software products and enhancement of existing products

- Prepare and review Medicare and Medicaid cost reports (Preferred)
- Serve as a reimbursement resource for the entire organization (Preferred)
- Other duties as assigned by the Senior Vice President, Financial Services

Education / Experience Requirements

- Bachelor's degree in accounting or related field; FHFMA preferred
- Five years' experience in healthcare finance / reimbursement
- Expertise in reimbursement regulations as they pertain to Medicare, Medicaid, and managed care regulations.
- Expertise and experience with Medicare and Medicaid reimbursement systems and principles
- Expertise and experience with evaluation of financial parameters and reimbursement methodologies and financial analysis of revenue projections based on contractual rates
- Excellent oral, written, and interpersonal communication skills
- Computer proficiency in Microsoft Office with advanced Excel skills
- Ability to work well under pressure, manage multiple projects simultaneously, and meet deadlines
- Ability to work independently, as well as with others in a deadline-driven environment
- Ability to select a course of action and consider appropriate variables and possible risks
- Ability to maintain confidential information

NOTE: The above statements are intended to describe the general nature and level of work being performed by people assigned to this description. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.