

## Senior Vice President, Digital Health Technology Stakeholder Management

### About the Peterson Center on Healthcare

The Peterson Center on Healthcare is a non-profit organization dedicated to making higher quality, more affordable healthcare a reality for all Americans. The organization is working to transform U.S. healthcare into a high-performance system by finding innovative solutions that improve quality and lower costs, and accelerating their adoption on a national scale. Established by the Peter G. Peterson Foundation, the Center collaborates with stakeholders across the healthcare system and engages in grant-making, partnerships, and research.

### Department Summary

The Peterson Center on Healthcare is working with partners to launch an independent initiative to assess the clinical and economic value of digital health technology (DHT). DHT encompasses an array of digital products and services, from technologies that engage consumers for lifestyle and wellness purposes to digital medicine and therapeutics that must be cleared by regulatory bodies.

This major new initiative from the Center aims to promote clear evidence standards and to provide payers and other stakeholders with objective reviews to guide decisions on coverage, pricing, and the need for further research. By identifying technologies and assessing their evidence, the initiative aims to promote more informed purchasing decisions—both encouraging broader uptake of high-value technologies and discouraging adoption of low-value technologies.

### About the Opportunity

The Center is seeking a Senior Vice President, Digital Health Technology Stakeholder Management (“SVP”) to support its initiative, which will be informed by a wide array of stakeholders, including payers, in both informal capacities and formal advisory group structures. The SVP will be responsible for developing, implementing, and advancing a multi-pronged stakeholder engagement strategy to meet the evolving needs of the Center’s DHT initiative. This position will work to recruit and maintain the appropriate mix of stakeholders, build strong rapport with engaged parties, understand competing entities and detractors, and serve as the Center’s primary liaison for DHT stakeholders.

*More specifically, the responsibilities include:*

### External Network Development

- Direct and develop a stakeholder engagement strategy in alignment with the Center’s needs
  - Undertake internal assessments of current and previous stakeholder mapping, outreach, and tracking efforts for the DHT initiative
  - Collaborate with Center leadership to identify redundancies and gaps in the current stakeholder composition and engagement strategy
  - Create a tiered plan to engage stakeholders in alignment with project priorities and timelines
- Proactively connect with influential industry innovators, buyers, experts, and media, serving as an ambassador for the Center
  - Leverage personal networks, internal contacts, and other connections to identify and engage potential stakeholders
  - Attend conferences, workshops, roundtables, and other networking events to gain insights from industry leaders and expand the potential stakeholder pool
- Responsible for surveying, researching, and monitoring potential competition and detractors
  - Maintain detailed documentation of potential challengers and adversaries to the initiative
  - Collaborate with Center leadership to develop risk management plans

### Stakeholder Management

- Direct the stakeholder approval and management process for the Center’s DHT initiative

- Oversee and coordinate the process of interviewing, evaluating, and formally inviting stakeholders into applicable groups
  - Clearly communicate stakeholder roles and responsibilities to approved parties, managing expectations with diplomacy
  - Serve as the primary liaison between stakeholders and Center leadership, responsible for building strong relationships and trust
- Oversee internal meetings, focus groups, and other types of advisory sessions
    - Convene stakeholders in a manner that is responsive to the advisory need while maximizing efficiency and credibility
    - Facilitate convenings, demonstrating a proficient understanding of the advisory content area and targeting information needed to advance the DHT initiative
    - Maintain documentation of stakeholder ideas, concerns, and suggestions, elevating to Center leadership as appropriate
- Manage the ongoing documentation and monitoring of stakeholders, including new and emerging players
    - Serve as the primary point of contact for external parties, including DHT developers, investors, purchasers, subject matter experts (SMEs), media, and other relevant groups
    - Observe and record changes in the DHT stakeholder landscape

### **Administration, Culture, and Supervisory Responsibilities**

- Develop, recruit, and manage a strong, talented, and diverse team
- Stay current on emerging trends, players, and best practices in DHT and related fields
- Support an internal culture of learning and strategic decision making
- Contribute to a culture of inquiry, experimentation, understanding of and tolerance for risk, and a commitment to continuous learning

### **About the Successful Candidate**

#### **Are you someone who:**

**Has a strategic mindset:** Able to develop a big-picture view; connects long-term visions and concepts to daily work; maintains a broad, strategic perspective while identifying and focusing on crucial details; understands the position of the Center in the larger context.

**Builds robust networks:** Builds strong formal and informal networks; maintains relationships across a variety of functions and locations; draws upon multiple relationships to exchange ideas, resources, and know-how.

**Is a superior communicator:** Ability to speak and write clearly, effectively, succinctly, and spontaneously, especially under time pressure; ability to synthesize complex information and transform complex issues into understandable and persuasive messages.

**Drives results:** An independent, self-starter with strong bottom-line orientation; comfortable owning tasks both large and small; persists in accomplishing objectives despite obstacles and setbacks; has a track record of exceeding goals successfully; pushes self and helps others achieve results; a can-do attitude with a willingness to jump into projects as needed.

**Brings nimble learning:** Learns quickly when facing new situations; independently gathers, collects, and analyzes data to drive decisions and set direction; experiments to find solutions and thinks “out of the box”; takes on the challenge of unfamiliar tasks; extracts lessons learned from research, failures, and mistakes; enjoys the challenge of ambiguity and is highly adaptable.

**Excels at project management:** Organizes activities and staff clearly into an efficient workflow to deliver projects; creates and manages work plans, sets timelines and milestones, and involves stakeholders to set clear expectations on roles and responsibilities; considers the numerous factors affecting a decision in a complex environment; ability to manage cross-functional teams.

### **Professional Experience**

- At least 20 years of experience in management consulting, corporate strategy, business operations or other professional services, program or project management, or related experience
- Intellectual curiosity and interest in healthcare delivery, funding, and financing, healthcare system transformation, and healthcare policy
- A bachelor’s degree; advanced degree preferred
- In order to build productive relationships across the organization and to ensure effective collaboration, this role requires in-person presence in accordance with the organization’s hybrid schedule of working in the office three days per week (Monday/Tuesday/Thursday)

## Salary and Benefits

We anticipate that the starting base salary range for this position will be \$275,000 to \$280,000, plus eligibility for an annual discretionary bonus. In addition, we offer a generous benefits package designed to support employee health and well-being, including comprehensive health insurance, a substantial 401k match, paid time off, a hybrid work schedule, and other flexible work policies.

## To Apply

We are a dynamic, growing organization that embraces critical thinking, problem-solving, and innovative ideas. If you have relevant experience and qualifications, please send your resume to [careers@petersonhealthcare.org](mailto:careers@petersonhealthcare.org)

*The Peterson Center on Healthcare is proud to be an equal opportunity employer and encourages candidates of all backgrounds to apply to our organization. We offer a welcoming community that respects each individual and fosters a diverse set of experiences, perspectives, skills, and ideas. We are committed to building a workplace in which every team member can thrive personally and professionally and contribute to our mission.*



Learn how we're helping to secure a brighter future.

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