



POSITION TITLE: MARKET MANAGER

REPORTS TO: CHIEF OPERATING OFFICER, IMPERIUM

FSLA STATUS: EXEMPT

DEPARTMENT: IMPERIUM HEALTH MANAGEMENT

POSITION SUMMARY: The Market Manager is responsible for three main areas: physician practice engagement, network management, and market management. The Market Manager works closely with the Operations Director to fulfill these needs within the ACO's.

QUALIFICATIONS:

1. A Bachelor's degree is required. A Master's degree or other advanced degree preferred.
 2. Candidates should have 3-5 years of experience working in the healthcare industry. A post-acute background is preferred.
 3. Experience working with ACO's is also preferred.
 4. Experience engaging physicians and physician practices
 5. Strong organizational skills.
 6. Excellent written and verbal communication skills.
 7. Requires travel to local clients on daily basis and may require travel within the state up to 70% of the time.
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POSITION RESPONSIBILITIES:

1. Engage physician practices by:
 - a. Reviewing post-acute performance at Practice Level
 - b. Drive ACO related activities and practice revenue opportunities
 - c. Promote adoption of best practices by engaging clinicians on best practices and performance
 - d. Present timely analysis and reports
 - e. Use score cards, physician comparisons, and incentives to drive performance
2. Manage the network by:
 - a. Developing a high-value referral network

- b. Improving hospital leakage rate
 - c. Drive quality and efficiency with post-acute care providers
 - d. Identify and partner with specialists
 - e. Recruit physician practices into the ACO
3. Manage the market by:
- a. Supporting and promoting physician leadership
 - b. Improving collaboration across the care continuum
 - c. Focus on improving Key Performance Indicators (KPI's)
 - d. Citizenship and improvement

I have read the above job description and have been given the opportunity to ask questions regarding position responsibilities. I understand that failure to comply with the outlined job responsibilities could result in disciplinary action.

EMPLOYEE SIGNATURE: _____ **DATE:** _____