

Senior or Managing Consultant Regulatory Practice

FIRM OVERVIEW

Like all management consultants, we love data, evidence, and financial modeling, but it's more than just a numbers game for us. At Ascendient, we work every day on the leading edge of healthcare transformation, helping to ensure that every community has access to effective, affordable, sustainable care. We help healthcare leaders "connect the dots" to keep ahead of emerging trends that threaten their survival and the wellbeing of their customers and patients. We believe that better healthcare management leads to better healthcare outcomes. That's what keeps us coming to work every day. We're a Top 25 national healthcare firm with a close-knit team where ideas are valued, and hard work gets noticed.

Ascendient's Regulatory Practice is the firm's largest service line. We enjoy a national reputation for producing flawless, timely Certificate of Need (CON) applications and defending them in court when necessary. We also support nonprofit hospitals with developing Community Health Needs Assessments (CHNA) that align services with community needs and differentiate clients from their competitors. Many clients have relied on us for decades, and new clients are constantly being added. Ascendient is currently recruiting for a Senior or Managing Healthcare Consultant with expertise in healthcare strategy, business development, and quantitative analysis.

We are accepting applications from candidates located in the Southeast or mid-Atlantic United States. Work is primarily done remotely, with 25% travel to client sites and Ascendient's Chapel Hill office expected.

WHY ASCENDIENT?

This is a unique opportunity for a mid- to senior-level professional to have an impactful and rewarding healthcare consulting career with one of the top firms in the nation. Your job will feel fresh and new every week as you work on different types of engagements for diverse clientele and learn to tailor solutions to their needs. You'll get valuable, regular facetime with Firm leadership and clients, and you will have ample opportunities to build your skills, develop professionally, explore areas of interest more deeply, and advance in your career. Every step of the way, you'll be supported by and working alongside a team of professionals who think big and care deeply.

POSITION DESCRIPTION

The Senior or Managing Consultant will lead teams to deliver services for Ascendient's clients planning expansions, new services, new facilities, and other projects, playing an active role in developing utilization and forecasting models that comply with regulatory requirements. The position will actively manage certificate of need (CON) applications, but also may be involved in other service offerings, including strategy, merger/acquisition, business planning, and provider planning. The position will be expected to play an active role in leading client engagements, managing colleagues' work, and developing persuasive arguments for CON applications.

The Senior or Managing Healthcare Consultant responsibilities include:

- Analyzing, interpreting, and presenting clients' internal data and detailed market data
- Generating arguments and financial models that support clients' strategic goals
- Developing polished, written deliverables that critically assess the needs of each project
- Assessing the impact of strategic alternatives
- Demonstrating attention to detail with the ability to summarize recommendations at an executive level
- Managing colleagues and ensuring their deliverables meet deadlines and required standards of accuracy and quality (Managing Consultant level)
- Taking "start to finish" ownership of projects to ensure timely completion of high-quality deliverables (Managing Consultant level)
- Maintaining project schedules and consistently meeting deliverable deadlines
- Staying abreast of emerging industry trends and legislation
- Translating industry and market research into relevant recommendations
- Interacting with clients to achieve objectives

PROFICIENCIES

Forward-Thinking: You enable team members to execute at their highest levels by anticipating project needs, encouraging brainstorming, and staying abreast of industry trends and policy.

Quality Communication: You excel at communication, both written and oral, including proficiency in spelling, grammar, and punctuation. You are proficient at digesting volumes of information and quickly summarizing in writing and/or orally.

Problem-Solving: You are a creative and calm problem solver and continually demonstrating poise, tact, sound judgment, diplomacy, and humility. You exhibit strong interpersonal skills and the ability to handle discreetly sensitive and confidential matters.

Detail-Oriented, Multi-Tasking: You exhibit organizational skills, the ability to manage multiple projects with ease, and the persistence to meet deliverables with grace and finesse. You can sustain relentless attention to detail.

Initiative: You are a self-starter who manages well through ambiguity, while consulting others appropriately. You demonstrate a strong work ethic.

QUALIFICATIONS

- Minimum of 8+ years relevant experience (for Managing Consultant) or 5+ years relevant experience (for Senior Consultant)
- Bachelor's degree in Business/Healthcare Administration or commensurate experience in business/healthcare required
- Master's degree in Business Administration or Master's degree in Healthcare Administration preferred
- Demonstrated proficiency with both attention to detail and strategic thinking
- Experience managing projects and teams preferred
- Experience with Certificate of Need processes and regulatory requirements preferred
- Ability to balance multiple projects and tasks simultaneously

- Ability to maintain resilience during ambiguous and challenging engagements
- Strong problem solving and analytical skills
- Excellent oral and written communication skills
- Ability to work both independently and collaboratively with colleagues
- Ability to travel up to 25%

APPLICATION PROCESS

The Senior or Managing Healthcare Consultant is a full-time position. Ascendient offers a highly competitive salary, comprehensive benefits, and generous leave policies.

Candidates should initiate the application process by submitting a resume with a thoughtful cover letter describing what drew them to this position and why they believe they are a fit for this role. Interested parties should direct cover letter and resumes to amandaspringer@ascendient.com.

Ascendient will consider each response carefully and contact those chosen to move forward. The successful candidate should be prepared to complete subsequent steps of the process including an initial phone interview, competencies/strengths assessment, skills testing, and in-person interviews.