



Chapel Hill, NC ● Washington, D.C.

Senior or Managing Healthcare Consultant

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. We're smart, committed professionals who think big and care deeply – and if that sounds like you, then we encourage you to apply.

POSITION DESCRIPTION

Ascendient is currently recruiting for a Senior or Managing Healthcare Consultant with expertise in healthcare strategy, business development, and quantitative analysis. 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:

- Managing colleagues and ensuring their deliverables meet deadlines and required standards of accuracy and quality
- Taking "start to finish" ownership of projects to ensure timely completion of high-quality deliverables
- 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
- 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: The Senior or Managing Healthcare Consultant will 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: The Senior or Managing Healthcare Consultant will excel at communication, both written and oral, including proficiency in spelling, grammar, and punctuation. The Senior or Managing Healthcare Consultant will be proficient at digesting volumes of information and quickly summarizing in writing and/or orally.

Problem-Solving: The Senior or Managing Healthcare Consultant will be a creative and calm problem solver, while continually demonstrating poise, tact, sound judgment, diplomacy, humility, and aplomb. The Senior or Managing Healthcare Consultant will exhibit strong interpersonal skills and the ability to handle discreetly sensitive and confidential matters.

Detail-Oriented, Multi-Tasking: The Senior or Managing Healthcare Consultant will exhibit organizational skills, the ability to manage multiple projects with ease, and the persistence to meet deliverables with grace and finesse. The Senior or Managing Healthcare Consultant will sustain relentless attention to detail.

Initiative: The Senior or Managing Healthcare Consultant will be a self-starter, who self-directs and manages well through ambiguity, while consulting others appropriately. The Senior or Managing Healthcare Consultant will demonstrate a strong work ethic and sustained energy.

QUALIFICATIONS

- Minimum of 8+ years relevant experience
- 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. The position includes 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 info@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.