

EmblemHealth, the conjunction of HIP and GHI, seeks a **Director of Group Practice** to oversee the strategy, restructuring initiatives and business relationships as they relate to HIP and their traditional medical groups. The interaction includes the Medical Groups, Medical Group Practice Management Firms and Downstream Provider networks. The incumbent will supervise an Assistant Director and various Relationship Managers who are charged with managing the respective medical group relationships. The incumbent will have delegated decision-making authority, to negotiate Medical group MSAs, Practice Management Agreements and Reconciliations, while directly interfacing with the various Medical Group leaders as they jointly seek to promote performance improvements and solve business problems. Furthermore, s/he will lead efforts, internally, to effect system changes as they might impact on existing or new contract requirements, as well as lead appropriate departments in their efforts to implement Medical Office Facility plans. Additionally, s/he must effectively interact with Downstream Partners (viz: large hospital networks and individual physician offices) as well as, all levels of EmblemHealth and the Medical Group leadership. Finally, s/he will also manage all aspects of the Medical Group arrangements within agreed upon budgets. The selected candidate will be able to demonstrate a record of five to ten years of progressive healthcare experience including four or five years in leadership roles. Given the fact that the position requires truly a comprehensive knowledge, understanding, and **interest** in medical service agreements, practice management agreements and downstream agreements, the emphasis will be placed on finding someone who possesses: practice management experience, an understanding of capitation and how it is implemented, along with the problem solving skills to influence-with-integrity among so many different constituencies. These sets of experiences might have come from working in Medical Group Practice management, IPAs, or from managing capitation. MBA preferred but not necessary. Competitive compensation package. Contact: Peter A. Rabinowitz, P.A.R. Associates Inc. peter@parassoc.com, or Debra Savate at dsavate@gmail.com