



Establishing True-North...together.

Job Description

Healthcare Consultant - Senior Consultant

This is a new position at Compass Point. This Consultant will have a broad background in healthcare administration and operations. Projects will vary from profitability enhancement to adapting to the new reimbursement programs on the horizon.

- Healthcare facility research and assessment
- Client interviews
- Alternative generation
- Model development and evaluation
- Meeting facilitation
- Presentations to clients

DUTIES & RESPONSIBILITIES

This position is responsible for senior level performance in all areas related to Compass Point, Ltd's delivery of business solutions to clients. The customer base consists of healthcare facilities with diverse backgrounds and levels of business expertise. Primary focus will be on helping healthcare institutions adapt to market changes.

TECHNICAL

- Develop assessments to establish a baseline of performance
- Develop financial models for our clients that support their growth initiatives
- Provide documented processes to clients to get real-time performance improvements
- Reimbursement analysis
- Profitability analysis
- Electronic files
- Succession Planning
- Maintain senior level expertise and currency in industry leading strategies and expertise

PROJECTS

- Serve as Project Lead via management the complete client relationship
- Oversee minor projects being lead by intermediate level staff under your supervision
- Develop costing proposals for projects, perform risk analysis, and manage

- change control
- Provide business analysis, user needs analysis and business solution design for major projects
- Conduct comprehensive cost/benefit analysis and prepare business cases for projects

BUSINESS

- Present a professional image in conduct, attitude and attire.
- Provide expertise to clients both in the delivery and implementation of projects
- Assist with development of client market strategy and internal development to support the strategy, with a focus to enhancing the operational effectiveness (and profitability) of the client's business
- Contribute to the further development of Compass Point business practices, strategic plan, and marketing strategies

BUSINESS DEVELOPMENT

- Conduct COI meetings to build presence of Compass Point capabilities
- Conduct client prospect meetings and secure new business
- Network in the community as part of our give-back and building market presence
- Meet revenue goals set forth in business plan for core areas of responsibility

SUPERVISORY

- Supervise and mentor all intermediate and junior level Compass Point staff as assigned
- Supervise during project life cycle any intermediate or junior level client staff, or any sub-contracted personnel assigned to your project team
- Assist in employee review and assessment processes.

OTHER

- Perform other duties as requested from time to time to fulfill corporate goals and objectives