



Job Description:

Title: Market President	
Reports to: Chief Markets Officer	FLSA: Exempt
Location:	Level: Executive

Position Summary:

The Market President will have full P&L responsibility for a designated market and the primary accountable leader for all anchor partners within the market. S/he will bring a background in driving operating processes, project ownership, leadership, teamwork and experience with health plans or medical groups. The person in this role must partner effectively and influence as needed with all key internal and external stakeholders. Ability to drive results working in an ambiguous environment is essential. The Market President will bring both the energy and initiative necessary to initially build and then scale a new operating platform in an emerging marketplace for risk-based healthcare.

Essential Job Functions:

- Function in a highly matrixed, fast-paced and team-based environment.
- Responsible for driving a highly aligned, dynamic and long-term relationship with our physician partners.
- Lead the local market team to drive initiatives with provider partners, payers and the enterprise MSO that supports the market.
- Full responsibility of P&L and operating performance for all markets within region.
- In collaboration with our physician partners, responsible for development and execution of market strategy.
- Develop highly collaborative relationships with the local physician practice, serving as an extension of their leadership teams
- Lead local health plan relationships in collaboration with our physician partners
- Lead recruitment, development, and mentorship of a superior team of leaders to meet changing market demands.
- Build physician relationships, thereby growing revenue through business development, while continuing to innovate care model to create a world-class patient experience with world-class quality of care.
- Establish and maintain relationships with contracted payers, further imparting the value-add and best practices for this market.
- Drive high quality results by focusing on anticipating and supporting the organizational needs.
- Leverage and embrace technology to drive process improvement, operational efficiency, and improved clinical results.
- Work collaboratively with colleagues to continue to define and support the agilon culture within the market and across the company.

- Perform other duties as assigned.

Other Job Functions:

- Understand, adhere to, and implement the Company's policies and procedures.
- Provide excellent customer services skills, including consistently displaying awareness and sensitivity to the needs of internal and/or external clients. Proactively ensuring that these needs are met or exceeded.
- Take personal responsibility for personal growth including acquiring new skills, knowledge, and information.
- Engage in excellent communication which includes listening attentively and speaking professionally.
- Set and complete challenging goals.
- Demonstrate attention to detail and accuracy in work product.

Required Qualifications:

1. Minimum Experience:

- A minimum of 10-plus years of successful P&L experience managing health plan or medical practice operations
- Familiarity with government programs (particularly Medicare Advantage) as well as experience with delegated risk physician market improving operational impact strongly preferred.
- Ability to leverage health plan or medical practice management experience in an operating model based on global financial risk and value-based care (i.e. total care costs spanning inpatient, outpatient, and pharmacy), encompassing staff-model practices and affiliated practices aggregated via an MSO (Management Services Organization).
- Deep understanding of the Medicare Advantage marketplace.
- Ability to leverage experience collaborating with health plans in a decentralized network to anticipate roadblocks and advance the development of new at risk-products and services.
- Strong clinical knowledge with an aptitude for identifying clinical drivers of cost and opportunities to improve care and patient experience
- Ability to quickly grasp the business issues and objectives at stake and to speak the language of the local culture, as required.
- Strong health plan financial acumen, as well as network contracting experience, is preferred.
- Ability to apply managed care knowledge and experience to address issues; ability to clearly define issues despite ambiguity and to take a holistic perspective when making decisions.

2. Education/Licensure:

- Advanced degree such as an MBA / MPH.

Skills and Abilities:

1. Ability to be a team player and exercise initiative in responding to provider requests and concerns in a helpful and courteous manner
2. Ability to lead cross-functional teams to complete projects and have a can-do attitude to complete work as an individual contributor as needed
3. Demonstrated ability to lead in a culture that values diversity
4. Demonstrated experience working in a partner relationship
5. Provider contracting and customer service techniques
6. General understanding of the health care industry, ideally the provider relations field-desired
7. Excellent interpersonal and telephone communication skills are required
8. Exercise attention to detail; ability to provide accurate data entry
9. Ability to work under pressure with minimal supervision, multi-task, complete projects in a timely fashion and meet deadlines a must
10. Excellent analytical, problem solving and organizational skills a must.

Other:

1. *Language Skills:* Strong communication skills both written and verbal to work with multiple internal and external clients in a fast-paced environment
2. *Mathematical Skills:* Ability to work with mathematical concepts such as probability and statistical inference. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.
3. *Reasoning Ability:* Ability to apply principles of logical or scientific thinking to a wide range of intellectual and practical problems.
4. *Computer Skills:* Ability to create and maintain documents using Microsoft Office (Word, Excel, Outlook, PowerPoint)

Essential Physical Functions:

These are requirements normally expected to perform regular job duties. Incumbent must be able to successfully perform all the functions of the job with or without accommodation.

Mobility

Standing	20% of the time
Sitting	70% of the time
Walking	10% of the time

Strength (F=Frequent, O=Occasionally, N=Never)

Carrying	O
Lifting	O
Pulling	N
Pushing	O

Agility (F=Frequent, O=Occasionally, N=Never)

Turning	F
Twisting	F
Balancing	O
Bending	O
Kneeling	O
Climbing	N
Crawling	N
Crouching	N

Agility (F=Frequent, O=Occasionally, N=Never)

Handling	F
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Reaching
Fingering

F
F