

Sr. Analyst, Business Strategy

VisionShare is looking for an experienced Healthcare IT **Sr. Analyst, Business Strategy** to provide support and proactively contribute to the business strategy development process within our organization.

The Sr. Analyst, Business Strategy will work with the Director, Business Strategy and other departments to identify, incubate and drive business strategy initiatives. In particular, this individual will focus on business lines that capitalize on *VisionShare's* current assets and market position in order to expand into new business lines that 1) strengthen our core business while 2) simultaneously laying the seeds for new business ideas and opportunities that could blossom into future growth areas.

This individual will be responsible for managing the high-quality execution of projects that inform and drive critical business decisions. They will be expected to develop relationships with business partners, perform creative analytics and research to develop compelling recommendations, and provide excellent project management. They will rapidly become an expert on the points of view and processes for understanding the marketplace, identifying market trends and growth opportunities, diagnosing customer needs and behaviors, predicting likely competitive dynamics, and analyzing the economics of the business so that cross-functional department heads can make effective choices to maximize competitive advantage.

Company Overview

VisionShare Inc. is a tightly focused, results-oriented, software and services company, specializing in healthcare EDI (Electronic Data Interchange) and data connectivity services. With our depth of experience and professional knowledge of the medical claims reimbursement process, we have successfully positioned our technology as an EDI connectivity standard for 100% of the Medicare payers, nationwide.

We have kept up not only with the evolution and changes that impact the healthcare claims reimbursement process, but also with emerging and new technologies available to the healthcare payers and providers. We are experts at safeguarding the exchange of business-sensitive information over the Internet. We provide a unique capability to healthcare providers that can help them quickly and efficiently access Medicare EDI services, nationwide. By implementing Internet-based connectivity solutions, we help customers increase productivity, decrease cost, reduce risk and liability, and improve their overall Medicare reimbursement process.

Essential Position Duties and Responsibilities (including, but not limited to):

- Conducting business opportunity assessments, strategy formulation and valuations for 1) new products developed in house, 2) potential acquisitions, and 3) growth opportunities/performance improvement strategies for existing businesses.
- Conducting research to evaluate market landscape, technologies, industry, and competitive trends.
- Developing business models, scenarios, and financial projections to forecast outcomes and support recommendations, while being able to rationalize scenarios in a fast growing, rapidly involving business environment.
- Collaborating with cross-functional departments to ensure tactics are clearly linked to strategy, and creatively developed with overall strategy in-mind.

Experience/Skills

- BS/BA degree in business, finance or related field required; graduate degree (MBA or related) strongly preferred.
- Minimum 5 years of experience with demonstrable accomplishments in diagnosing business problems and building and executing multi-faceted, long-term, strategic plans based on business challenges required.
- Background / experience in health information technology / exchange strongly preferred; software company experience required.
- Commanding knowledge of best practices and frameworks relevant to financial / business modeling and analysis, business plan development, market/industry research, and competitive analysis.
- Demonstrated development and implementation of structured, practical, fact-based approach to strategy development, valuation, and business plans.
- During the interview process, candidates may be asked to show results of a case study – presentation and back up model analysis.
- Highly proficient in creating and communicating business plans and models, using tools such as MS Excel and PowerPoint. Must be able to research, analyze data and prepare presentations and reports.
- Highly self motivated and directed with the ability to juggle different tasks, effectively balance priorities, and be accepting of ambiguity.
- Ability to travel up to 10%.
- Local candidates preferred, but will consider qualified candidates from other parts of the U.S.

To Apply

VisionShare offers a competitive compensation, a comprehensive benefits package, and employee stock options. To apply, please go to: <https://home.eease.com/recruit/?id=480101>