

# Career Description

Position Title: **Vice President, Clinical Systems**

Reports To: **Executive Vice President, Client Solutions**

## Position Summary

The focus of the position will be leading efforts around evangelizing, inspiring, communicating, and educating health plan executives and other identified healthcare targets. The VP of Clinical Systems will accompany and support the EVP of Client Solutions on qualified opportunities. This person will possess strong communication and presentation skills, a confident “stage presence”, the ability to convincingly introduce the American Well story, vision, and clinical depth in order to present to C-level executives and medical staff. The VP of Clinical Systems will participate in all facets of the product demonstration process and manage provider relations efforts, including assisting with provider roll-out/adoption programs, provider communication, and provider workshops/training. With a medical background and relevant experience, the VP of Clinical Systems will assist in the preparation of responses to RFPs and related correspondence. Working in close conjunction with Marketing, Product Management, and Professional Services staff, this person will also provide clinical input to product teams, assisting in the product’s evolution.

## Primary Responsibilities Include:

- Accompanying and coordinating with sales and marketing on qualified opportunities
- Introducing and demonstrating all aspects of the product fluidly and credibly; explaining the product and its benefits to medical staff by having the ability to combine general clinical knowledge with business acumen
- Understanding demonstration systems, including demo configuration and scenarios
- Participating in simulated/live demonstration scenarios, tutorials, and role play for customer site presentations and trade shows
- Presenting, communicating and leading detailed discussions with senior-level medical/business professionals in health plans, hospitals, provider practices/networks, and for related trade/industry shows and conferences
- Working closely and acting as conduit for sales with Product staff for purposes of providing provider feedback/experience, product expectations, and future product needs or requirements
- Working closely with Marketing and Professional Services staff to develop and execute provider communication, education, outreach, roll-out, and adoption programs
- Manage and coordinate expectations and programs with provider/health plans’ provider relations and other appropriate personnel
- Assisting with the preparation, research, and review of proposals, RFI/RFP clinical documentation, and responses

## Knowledge, Skills and Background Include:

- Senior-level medical/clinical person that credibly can lead activities around market awareness, provider communication, and education
- Deep background, with experience and understanding of computerized clinical systems, current technologies, and medical informatics
- Excellent interpersonal, written and communication skills
- Engaging, charismatic style with ability to quickly forge relationships, develop trust and credibility with medical and business staff

- Background in public speaking with experience and comfort conducting seminars/conferences/workshops and related speaking activities in front of large audiences a plus
- General familiarity with state/government politics, state-wide/national medical associations, medical policies, accreditation organizations, and related medical boards a plus
- Background and experience in the interworking of a hospitals, health plans, and provider networks a plus

**Minimum Qualifications Include:**

- MD Degree
- Willing to travel, including overnight stays
- Willing to work unpredictable hours and work against deadlines

Compensation: commensurate with experience and includes a competitive base salary and bonus structure.