Job Description – Vice President of Product Management

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Job Title / Position:	Vice President of Product Management
Division / Job Code:	Technology / 12345
FLSA Status:	Full Time, Exempt
Location:	Remote
Reports To:	Chief Executive Officer
Date:	September 7, 2022

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Overview

Abax Health is clinical analytics and patient communications platform dedicated to solving healthcare's revenue leakage challenges. Using our advanced data mining and machine learning algorithms, Abax identifies when a physician has referred a patient for care but the patient has not received that care. Then, with the patient's clinical data in hand, using automated text, phone, email, live chat, live human phone calls, and in-person home visits, Abax's Education and Outreach Concierge team connects with the patient, educates the patient on the care they need, and schedules that care in the most convenient manner possible. Abax Health serves health systems, medical groups, physicians, patients, health plans, pharmacies, dental practices, and revenue cycle management firms.

Vision

To ensure that every loved one receives the care they need when they need it.

Mission

To improve patient health and healthcare provider revenue/margin

We will achieve our Mission by…

Using patient data to individually identify, educate, and schedule patients for procedures that they need, but have not yet received

Impact you will make

The VP, Product Management and Analytics will own product management and product strategy for our *Clarity* family of solutions that includes enterprise analytics for healthcare organizations including hospitals, health systems and medical groups, health plans and other healthcare providers. This role sets the vision and strategy for our analytics business, plans, organizes, and drives the full product life cycle for these solutions and is responsible for effectively recruiting, retaining and developing a team of Product Managers and Product Analysts. This role works closely with other functional teams to drive growth that exceeds the market average, improve on market success and customer retention and also

ensures timely and high-quality releases that deliver client value. This role will also work with our software development team in the build of our current and future *Clarity* modules.

What you will do

- Set the vision and strategy for the Abax Health business positioning it for long-term growth and profitability
- Own end-to-end responsibility for portfolio of products including defining and developing the product vision, business plan, roadmap, pricing strategy and investment optimization across the current portfolio as well as market and product extensions, deciding what to design, build, buy and exit
- Work with our development team to execute on the product development roadmap, manage testing, releases, and future development projects
- Work with our data analysis engineers and data scientists to identify client specific trends and company specific targets
- Build and manage a product team, investing in their growth and development
- Drive a client-centric solution strategy and product roadmap for superior client insight and value while defining highly differentiated solutions
- Institute best-in-class processes for monitoring and measuring the success of launched products and taking new products to market
- Rapidly incorporate key learnings while tracking the competitive marketplace to keep the platform at the forefront of financial and operational optimization offerings for the healthcare provider technology market
- Achieve organizational alignment through cross-functional collaboration with marketing, sales, and operations and a variety of external stakeholders to rapidly iterate on the current product, increase client satisfaction and sales win rates
- Improve NPS, client retention, client usage and adoption through systematized feedback loops and increased emphasis on product stickiness
- Serve as a key member of the executive management leadership team contributing to company strategy, vision, culture, and mission
- Manage the P&L for their solution portfolio to ensure positive performance against established revenue and earnings forecasts and develops strategies to mitigate any risk to these financial goals
- Participate in the sales process as needed to help convey product vision and value proposition and ensures that sales support resources are prepared to convey this same message effectively
- Work with their product management team, sales and marketing to produce competitive analysis materials comparing product with its key competitors
- Remain knowledgeable on changes in the analytics, information technology and healthcare fields

What you will bring

- Bachelor's degree
- 10+ years of product management experience
- Proven success in building and developing cloud-based/software technology solutions, in both tactical and strategic capacities

- Has served as a product leader in a high growth, acquisitive organization, or start up organization, owning the product strategy, including build, buy, partner, exit decisions
- Strong ability to engage with key clients to drive solution direction, gather strategic input and feedback
- Ability to be thought leader in the healthcare industry and the field of analytics
- Clear and concise communicator who can excite and motivate teams internally and drive alignment, trust, influence and buy-in with external stakeholders across a large and diverse client base
- Highly accountable, efficient, and results-oriented; takes ownership and drives a sense of urgency without losing sight of the long-term vision
- Strong analytical skills
- Demonstrable proficiency in Microsoft Office applications (Excel) and others, as required
- Travel required: As needed

What we would like to see

- Experience in building and enhancing analytics solutions is a plus, as is experience with machine learning and predictive analytics
- An affinity for data is a plus

Contact Information

- Qualified candidates only
- Please submit resume to info@abaxhealth.com or contact scott@abaxhealth.com