



## CAREER OPPORTUNITY

### Business Development Manager | Full-time

#### Organization Summary:

At MN Community Measurement (MNCM), we believe data is powerful and we're using it to lead the improvement of health care in our region. MNCM is a nonprofit organization dedicated to empowering health care decision-makers with meaningful data to drive improvement. We work with doctors, hospitals, clinics, insurance companies, and state agencies to collect, analyze, and report health care data related to quality, cost, and equity of care in our region.

MNCM has been a trusted source of health care data since 2005 and its reports and data are used by several health care decision-makers across four major segments: (1) Health care providers and payers rely on MNCM to understand performance, identify opportunities for improvement, and inform improvement plans; (2) Policy makers use the MNCM data to understand statewide performance on key metrics, evaluate programs, and inform policy; (3) Researchers leverage MNCM data in initiatives that expand the body of knowledge on how to successfully improve quality, affordability, and equity; and (4) Health care consumers (including employers, patients, and caregivers) use the data to understand how medical groups and clinics perform on cost and quality measures as they look to access high value care.

#### Objective:

MNCM is seeking a full-time business development manager to oversee a portfolio of revenue initiatives that are aligned with the MNCM mission. The business development manager is responsible for maintaining current client relationships and partnering with the executive leadership team to identify and build relationships with potential new members, sponsors, and clients. The person hired for this role will be a key partner in driving the continued evolution of the MNCM revenue model, actively gathering information on current needs of MNCM stakeholders, researching potential solutions, developing business plans for products and services, and evaluating return on investment of various projects and programs.

To thrive in this role, a candidate must have a strong desire to be a part of a team committed to empowering stakeholders with meaningful data to drive improvement. Important factors for success include strong business acumen; exceptional project and time management skills; the ability to effectively engage stakeholders; and a demonstrated ability to innovate and problem solve.

#### Essential Functions in Brief:

- Partner in the development of proposals for grants, fee-for-service, and government contracts.
- Complete research, gather insights, and develop business plans for new products and services.
- Develop and implement plans to promote products and services to current and new clients.
- Manage revenue agreements to ensure appropriate progress on work plans & timely renewals.
- Organize/lead implementation of administrative systems to manage revenue programs.
- Design and implement member and sponsor recruitment, engagement, and retention strategies.
- Lead planning for the annual conference and other events as needed to advance priorities.
- Evaluate performance and return on investment for assigned programs, projects, and contracts.
- Partner in advancing diversity, equity, and inclusion in all areas of work.

**Desired Education and Experience:**

- Bachelor's degree in business, marketing or related field required. Master's degree preferred.
- Minimum 5 years of professional experience in a business planning, development, marketing, or related role.
- Experience in a health related and/or non-profit environment preferred.

**Additional Information:**

Application Deadline: Priority deadline for application is Wednesday, September 22, but this position will be open until filled.

Reports to: Chief Operating Officer

Classification: Regular, Full-time, Exempt

Compensation: Starting salary range is \$80,000 - \$90,000 annually, plus benefits.

**Benefits:**

- Insurance Benefits: MNMCM offers a generous benefits package for full time employees that currently includes health, life, dental, accidental death & dismemberment (AD&D), and flexible spending accounts. Under current policy MNMCM pays 90% of the total monthly health insurance premium for employee, spouse, and dependents based on the base plan option.
- Retirement Plan: MNMCM offers a 401(k) matching and profit-sharing plan. Under current policy MNMCM (a) matches \$1 for each \$1 the employee contributes up to 5% of salary, and (b) contributes an amount equivalent to 5% of salary to the 401(k) plan. Together, there is a total potential employer contribution of 10%. Full time employees are immediately eligible to participate in the plan and are fully vested on the first day of participation.
- Paid Time Off: Under current policy, new full-time employees receive 9.23 hours of PTO per bi-weekly pay period, and nine paid holidays.

Hours/Schedule: This is a full-time, 40-hour per week position and would typically work out of MNMCM's Minneapolis office during regular business hours. MNMCM's hours are 8 a.m. – 4:30 p.m. However, during the COVID-19 pandemic, MNMCM staff are working remotely. MNMCM staff are expected to maintain a regular work schedule. Schedules that are not aligned with MNMCM's routine business hours must be proposed by the manager and approved by the COO.

To learn more about MNMCM, visit our website at [www.mncm.org](http://www.mncm.org).

To apply, please send cover letter and resume to [hr@mncm.org](mailto:hr@mncm.org) by Wednesday, September 22, 2021.