

## **Title: Partnership Manager**

### **POSITION SUMMARY:**

A Partnership Manager is responsible for establishing and fostering relationships with physicians, practice managers, and/or schedulers that best grow and develop Regent centers case volume and service lines. This role will support credentialing and onboarding, facilitate increased access to the center, and support service line expansion initiatives. All provider engagement, and work, to be done in accordance with the Company's Standards of Conduct and policies and procedures.

### **DUTIES/RESPONSIBILITIES:**

- Responsible for planning and conducting in-person visits, predominantly focused on stakeholders at proceduralist physician offices. This role will receive ongoing guidance from Business Development & Operations leadership on providers of focus and productivity expectations
- Identify trends in assigned providers' utilization of the center and facilitate discussions with the provider/practice to understand underlying dynamics, decision making behind facility selection, feedback etc.
- Coordinate with Operations team and provider/practice to optimize use of existing block times and increase the provider's access to procedural time at the center
- Conduct face-to-face meetings with physicians and practice managers ensuring thorough understanding of the center's attributes as well as physician's desires and needs
- Communicate feedback and partner with the appropriate facility resources to resolve any issues physicians or office staff are facing
- Prepare and present sales reports measuring case volume growth, identify trends, lessons learned, opportunities and areas for improvement to achieve facility and/or market goals
- Continuously modify and execute business development tactics to ensure optimal business outcomes, based on feedback from providers and facility leaders
- Maintain latest knowledge of the market hospital, ambulatory surgery, and provider landscape, in your defined market service area
- Support the implementation of relevant growth initiatives, as directed by leadership team
- Perform other duties as assigned

### **KNOWLEDGE AND SKILLS:**

To perform this job successfully, an individual must be able to perform each essential responsibility satisfactorily. The requirements listed below are representative of the knowledge, skills and abilities required.

- Exhibited success in a business development/sales role
- Possess and demonstrate excellent organizational, interpersonal, facilitation, and communication skills
- Capacity to work independently with minimal supervision

### **Education/Experience:**

- Bachelor's Degree strongly preferred
- At least five (5) years of experience in a field related to health system physician relations, pharmaceuticals, or medical devices
- Ability to travel up to 10% of time

Regent offers a comprehensive and competitive benefits package as one way to recognize our employee's contribution to the success of the organization and our role in helping you and your family to be healthy, feel secure and maintain a work/life balance.

We do not discriminate in practices or employment opportunities on the basis of an individual's race, color, national or ethnic origin, religion, age, sex, gender, sexual orientation, marital status, veteran status, disability, or any other prohibited category set forth in federal or state regulations.

We are an equal opportunity employer.

COVID Requirements:

*Candidates will be required to show proof of their full vaccination against COVID-19 after receiving an offer of employment and prior to commencing employment. Regent will consider individual exemptions to this requirement in accordance with applicable law.*