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## **Analyst, Development Finance**

Since 2001, Regent Surgical Health has been a leader in developing and managing successful surgery center partnerships between hospitals and physicians. We continually improve and evolve the ASC model based on changing market conditions to stay ahead of emerging trends. From this vantage point, our team has developed proprietary ASC ownership models that give both physicians and hospitals what they need to ensure long-term clinical and financial success.

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.

Pursuant to the ADA, Regent will provide reasonable accommodation(s) to all qualified employees with known disabilities, where their disability affects the performance of their essential job functions, except where doing so would be unduly disruptive or would result in undue hardship.

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.

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### **POSITION SUMMARY:**

The Analyst, Development Finance is critical to Regent's success in meeting its growth and profitability objectives. In collaboration with Business Development, Operations, Managed Care, Finance and other internal stakeholders, this individual will provide financial guidance and create detailed projections and analyses in support of our efforts to acquire and develop new ambulatory surgical centers (ASCs). This position reports to the VP, Development Finance.

### **DUTIES/RESPONSIBILITIES:**

- **Pro forma financial modeling**
  - Create pro forma financial models for ASC acquisition, merger, and de novo opportunities.
  - Collaborate with Business Development, Operations, and other internal stakeholders to determine appropriate assumptions used in the financial models.
  - Project surgical case volumes and reimbursement rates through a) mapping and manipulating available claims data and b) applying managed care contract assumptions.
  - Consolidate, map, and analyze historical financial data.

- Produce pro forma financial statements and evaluate investment returns, including internal rate of return.
- Review financial model results with internal stakeholders, advise of risks and mitigants, and make recommendations that improve the accuracy and viability of projects.
- Develop presentation materials for internal investment approval meetings, as well as external meetings with leaders at target ASCs.
- Perform look-back analyses to compare actual results to model.
- **Strategic financial analysis**
  - Attend strategy meetings to gain context to projects for more thoughtful analyses.
  - Conduct market evaluations to understand the local healthcare market and evaluate potential financial and strategic impacts.
  - Identify trends, advise internal teams, and consult with management to guide and influence long-term strategic decision-making.
- **Due diligence**
  - Lead and direct due diligence across multiple deals, which include comprehensive financial and operational analysis, quality of earnings, understanding the accounting/finance organization, and identification of potential integration considerations.
- 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.

## **Education/Experience:**

- Bachelor's degree in Finance, Business, Accounting, or a related field preferred.
- Two to Four (2-4) years of experience in finance, investment banking, healthcare consulting, or related field required.
- Healthcare industry experience preferred.
- Transactional and M&A experience preferred.
- Strong Microsoft Excel skills required.
- Ability to work and effectively communicate with senior level colleagues.
- Knowledge of financial reporting and data mining tools such as SQL, Access, etc. helpful.