

# SENIOR PARTNERSHIP SUCCESS MANAGER

## Inpathy

### Organization Overview

InSight + Regroup is the leading and largest telepsychiatry service provider in the US with a mission to transform access to quality behavioral health care. InSight + Regroup serves hundreds of organizations and individuals in various settings across the continuum of care with its on-demand, scheduled services and home-based divisions, including Inpathy.

### Position Summary

InSight + Regroup is seeking a Senior Partnership Success Manager to support the growth and success of the Inpathy practice. Inpathy is a fast-growing virtual behavioral health practice that is in network with major payors across the United States. This fast-paced position is an excellent opportunity for a proven leader who has a background health care administration, payor and provider relations, contracting, and account success.

### Job Responsibilities

- Preserve and grow existing and new payor and partner relationships
- Ownership and management of ongoing relationships
  - Manage implementation, enrollment, onboarding, and training processes with new payors
  - Drive utilization and referrals from existing payors
  - Conduct regular partnership meetings and maintain ongoing communication
  - Manage or conduct trainings to payor/referral staff as needed
  - Share and present utilization and quality data regularly
  - Continually seek opportunities to improve services and grow relationships
- Manage new payor/referral source initiatives
  - Manage and provide ongoing support of new initiatives as related to payors and referral partners
  - Assist in all aspects of new initiatives from creation, sale, deployment, optimization, and data sharing.
- Collaborate with Sales, Marketing, and Communications to create collateral and content to support new initiatives, sales, and retention of payors and referral partners.
- Work with Medical Affairs and Finance to address issues related to payor enrollment, billing, and collections as needed
- Work regularly with Clinician Management to maintain clinician supply in alignment with payor and referral source demand
- Collaborate with operations, Care Navigation, and clinical leadership to ensure timely and professional services on behalf of partners
- Other duties as needed

### **Job Requirements**

- Master's degree in healthcare administration, project management or related field
- 3-5 years of relevant experience
- Superb leadership, organizational, time management and problem-solving skills
- Exceptional written and verbal communication skills, including public speaking and training
- Quick thinker and decision maker
- Professional demeanor

### **Ideal Candidate**

- Experience with Excel, PowerPoint
- Impeccable professionalism and communication
- Comfortable working with a remote team
- Independent worker
- Ability to multitask

### **Logistics**

- Position available July 2020
- Headquartered in Mt Laurel, NJ with remote options available
- Full-time
- Reports to the VP of Inpathy
- FLSA Status: Exempt

To apply, please send your resume and a customized cover letter to [careers@in-sight.net](mailto:careers@in-sight.net).

*The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

*While performing the duties of this job, the employee is regularly required to stand, walk, and talk or hear. The employee frequently is required to use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; and climb or balance. The employee is occasionally required to sit and stoop, kneel, crouch, or crawl. The employee must frequently lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, and the ability to adjust focus.*

EOE M/V/F/D