

#### Company and culture

Verisk Health is an innovative, growing health care technology company with a foundation in predictive modeling and clinical business intelligence. We serve the health care industry and build products to help clients measure and manage economic and quality aspects of health care financing and delivery. Verisk Health has a deep clinical focus, with physicians in several leadership and management roles, including our CEO.

We are a global business headquartered in Waltham, Massachusetts, and have offices in Germany, and the United Kingdom. Verisk Health is a wholly-owned subsidiary of ISO, a global provider of data, analytics and decision support to the bearers of risk in multiple industries.

#### Position

We are searching for a Vice President, Strategic Account Management, who will be charged with staffing, developing and growing a new strategic account team within our organization. This position reports to the Executive Vice President responsible for all of Verisk Health's revenue.

Generally, this team will be charged with cultivating a deeper and broader relationship with our strategic accounts. Under the direction of the VP, the team will serve in a consultative role to our clients, helping them to identify the optimal usage of our products and services. This team will provide our clients with clinical, analytic and business support in using our products to support strategic initiatives. This is an excellent opportunity for an entrepreneurial physician who is looking for the opportunity to build and manage a team within a premier technology company.

The ideal candidate would be a physician with a background in consulting, or an MBA.

The responsibilities of this position would include

- 1) Develop and own the organizational plan for the strategic account management team
- 2) Recruit, manage and mentor members of the team
- 3) Develop relationships with all key accounts and create strategic plans for these accounts
- 4) Ensure all renewals with an expectation of account growth, year over year

Qualifications include

1. MD with clinical experience
2. 2-3 years management consulting or business experience, and experience managing teams
3. MBA and a health informatics background are helpful

Professional characteristics The candidate should be:

1. Entrepreneurial and passionate about creating something new
2. A strong problem solver
3. A self-starter able to work independently and deliver quality end-products
4. Detail-oriented in their approach to work
5. Of mature disposition and personable

Location: Waltham, Massachusetts

Compensation: Highly competitive

Please send cover letter and/or resume to:

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