**Job Description

Job Title: Partnerships Director/Manager
Location: UK wide**

**The role**

The Partnerships Director / Manager will be responsible for fostering and maintaining excellent relationships with Health Insurance companies to drive business growth and revenue. Accountable for developing effective commercial relationships, negotiating robust contracts and ensuring contract compliance, The Partnerships Director will play a curial role in delivery of PPG’s strategic goals and objectives. It is expected that this role will require some liaison with medical professionals and industry partners, and will require an element of UK wide travel.

**Responsibilities**

* Provide market and client insights and analysis
* Develop and deliver strategies to support the growth of PMI revenue
* Identifying healthcare trends in the Insurer market and create opportunities for collaboration and expansion
* Secure provision contracts with health insurers. Secure sign off for contract renewal proposals, plans and negotiated contracts within the governance framework
* Conduct effective negotiations with Insurers to deliver commercially appropriate agreements meeting PPG’s strategic and financial goals
* Proactively identify commercial risks in insurer contracts
* Manage contracts with insurers, ensuring both PPG and Insurers obligations are met
* Hold regular contract review meeting reporting on PPG performance and new initiatives
* Grow insurance referral networks by creating a web of influence and engaging Health insurers on multiple levels and across multiple departments
* Deliver monthly performance and quality reports, including patient experience and PROMS data, and feedback on insurer reported NPS performance
* Work closely with the Marketing team to monitor and report on the effectiveness of engagement activities to generate insurance referrals
* Work closely with the Marketing team to build and refine a marketing plan to drive business from new areas of the health insurance market
* Lead communication and engagement of key healthcare initiatives on behalf PPG, helping Insurers to shape solutions and actively manage realisation benefits
* Agree and manage Insurer specific relationship development plans that reflect PPG Strategy and expanding scope of services
* Maintain accurate records of all provider meetings, negotiations and disputes
* Develop productive working relationships with colleagues in Operations and Marketing and with the wider Secondary Care team
* Communicate with insurers PPGs proposals for development of new sites and services, where appropriate. Arrange and accompany visitors on sites tours
* Routinely review PPG’s costs/invoicing and performance ensuring escalated issues are resolved promptly

**Person specification**

Extensive experience in the healthcare sector and an advanced understanding of Healthcare Insurance.

**Key Skills / Qualifications**

* Highly analytical and commercial. Works with large data sets to identify trends, issues and opportunities and to model impact of solutions on customers and the business
* Systematic approach to managing own workload and projects, prioritising competing demands from multiple stakeholders
* Track record of rapid and successful delivery of performance improvements in a challenging environment, working with third party providers
* Strong written and oral communication skills, explaining complex issues clearly and concisely, presenting compelling arguments / proposals using fact-based evidence and research, adapting style for maximum impact with audiences
* Builds effective relationships with internal and external stakeholders, able to challenge constructively and resolve conflict / issues productively
* Positive attitude to work
* Educated to degree level or equivalent practical experience