



Title: Corporate Strategy & Risk Contracting Manager

Reports to: Senior Director of Corporate Strategy & Risk Contracts

Classification: Individual Contributor

Job description revision number and date: V. 3.0; 2/15/2023

Organization Summary:

Community Care Cooperative (C3) is a 501(c)(3) non-profit, Accountable Care Organization (ACO) governed by Federally Qualified Health Centers (FQHCs). Our mission is to leverage the collective strengths of FQHCs to improve the health and wellness of the people we serve. We are a fast-growing organization founded in 2016 with 9 health centers and now serving hundreds of thousands of beneficiaries who receive primary care at health centers and independent practices across Massachusetts. We are an innovative organization developing new partnerships and programs to improve the health of members and communities, and to strengthen our health center partners.

Job Summary:

Under the direction of the Senior Director of Corporate Strategy & Risk Contracts and in partnership with the Leadership Team and Federally Qualified Health Center partners, the Corporate Strategy & Risk Contracting Manager is responsible for contributing to the organization's success in meeting its broad strategic objectives and facilitating the organization's business development efforts in the area of new value-based contracts.

Responsibilities:

Corporate Strategy

- Play a key role in the development and monitoring of the Company's Balanced Scorecard (BSC) strategy, including the development of the Company's next 3-year Strategic Plan (2024-2026), and such other strategic work as the CEO, CFO, and Senior Director of Corporate Strategy & Risk Contracts may direct
- Work with the Executive and Leadership Team members to monitor performance on strategic and/or BSC initiatives
- Facilitate the coordination of strategic initiatives spanning multiple departments and/or teams by convening the appropriate stakeholders and identifying areas of collaboration
- Work with the Senior Director of Corporate Strategy & Risk Contracts and the Analytics team to ensure regular progress reporting on strategic initiatives to Executive and Leadership team members
- Work with the Analytics team to leverage the Company's data assets and facilitate the development of research and reports that provide value to the organization and FQHC partners
- Manage a process to formally review the Company's advances in meeting its strategic objectives, including a robust quarterly review of the BSC
- Use information on industry and competitor trends to consistently inform the Company's strategic direction
- Support the CEO, Senior Director of Corporate Strategy & Risk Contracts, Chief of Staff and others in planning and running the Annual Board Retreat, Leadership Team Retreat, and any other meetings related to strategy development as appropriate



Risk Contracting

- Identify opportunities for new value-based contracts on behalf of Federally Qualified Health Center partners and assess both the Company's and FQHCs capacity to expand into new markets
- Assist in the development and management of C3's business development efforts related to value-based contracting
- Work with the National Strategy team to identify and negotiate value-based contracting opportunities in new markets
- Manage the procurement of new payor contracts, principally risk-based contracts
- Maintain communications with all stakeholders in the contracting process, including payors, C3 Leadership, and Federally Qualified Health Center partners
- Conduct due diligence on new contract terms and assist in future gain/loss projections
- Work with Operations, Clinical Operations, Quality, Risk Adjustment, and other departments as appropriate to ensure broad-based understanding of contract requirements
- Assist in the implementation of all new payor contracts
- All other duties as assigned

Required Skills:

- Strong analytical skills
- Healthcare experience required, including experience with value-based contracts preferred
- Experience with Federally Qualified Health Centers, including their Federal financing structure, preferred
- Excellent written and oral communications to a senior leader audience, including the ability to present complex situations and financial analysis in a clear and concise manner

Desired Other Skills:

- Track record of facilitating diverse stakeholders toward shared recommendations
- Familiarity with value-based contracts
- Familiarity with Federally Qualified Health Centers
- Experience with anti-racism activities, and/or lived experience with racism is highly preferred

Qualifications:

- Bachelor's Degree required
- Post-graduate degree in health care, business administration, law, or finance field preferred
- 3-5 years of Professional Experience preferred

***** In compliance with Covid-19 Infection Control practices per Mass.gov recommendations, we require all employees to be vaccinated consistent with applicable law. *****