



The Banner/Aetna Joint Venture, a non-CVS Health company, is seeking to hire a CEO. Banner/Aetna is a health insurance company focusing on bettering member outcomes at a lower cost, all while improving the overall member experience for employers and consumers in Arizona. The collaboration combines Banner Health's high-quality, local providers and delivery systems with Aetna's health plan experience, care management and health information technology. *Banner|Aetna is the brand name used for products and services provided by Banner Health and Aetna Health Insurance Company, as well as Banner Health and Aetna Health Plan Inc.*

<https://www.banneraetna.com/>

Banner|Aetna offer companies a high quality, cost-efficient health plan, with a unique business model is easier, proven and revolutionary. Banner|Aetna features Banner Health's network of doctors, health centers, clinics and hospitals, working together to provide high-quality health care. Doctors within the network will work with each other and clinical teams to ensure patients are healthier and satisfied with their care. Aetna uses advanced health care analytics and reporting to find gaps in care. So we make sure patients get the right care at the right time. With a robust health information technology platform and online tools, patients can easily find treatments and doctors in their neighborhoods.

The vision of Joint Venture is to help light a path to high quality medical care and health management at an affordable price so that Arizonans statewide have access to care and coverage under this plan. Joining Banner|Aetna means joining the goal of higher quality of care, in more places, for more people.

Key Responsibilities:

- Ability to bring people together to work toward a common 'payvider' (Payer and Provider incentives) model, ensuring both entities benefit from these efforts and share accountability for quality and health care costs.
- Ensuring alignment with Aetna and Banner Health vision and values; collaborating across both owner organizations.
- Builds strong collaboration and demonstrate effective influencing skills with critical matrix partners across Underwriting, Actuary, Finance, Product, HCM/Clinical, Compliance, Human Resources, Marketing, Medical Economic Unit and Service.
- Ensure successful development of Banner|Aetna provider network, including building strategic value-based relationship with HonorHealth, Innovation Care Partners, Tucson Medical Center or TMC, TMCOne, Arizona Community Physicians and El Rio Health., and other network providers.
- Analyzes competitive environment to support and improve pricing, underwriting, and product development strategies as well as sales and service efforts for Banner|Aetna Joint Venture.
- Cultivates and maintains strong relationships with all constituents (producers, plan sponsors, providers, customers, and regulatory agencies).
- Maintains accountability for specific medical cost initiatives to achieve target medical/Rx trend results with focus on network price/synergies, scoreable actions and medical cost management initiatives.
- Partner with local sales, account management, and network teams; responsible for driving new distribution strategies and rigorous financial management.
- Drives compliance in all areas

- Provides comprehensive understanding of hospital and physician financial issues and how to leverage technology to achieve quality and cost improvements for both payers and providers. Provides oversight of network and geographic strategies across continuum from traditional fee-for-service to value-based contracting including Accountable Care Organizations for all business segments.
- Responsible for the oversight of negotiations including competitive and complex contractual relationships with providers according to pre-determined internal guidelines and financial standards.

The typical pay range for this role is: \$300,000 - \$380,000

This pay range represents the base annual full-time salary for all positions in the job grade within which this position falls. The actual base salary offer will depend on a variety of factors including experience, education, geography and other relevant factors. This position is eligible for a bonus, in addition to the base pay range listed above. The Banner|Aetna JV offers healthcare benefits. As for time off, Banner|Aetna employees enjoy Paid Time Off (“PTO”) or vacation pay, as well as paid holidays throughout the calendar year. Number of paid holidays, sick time and other time off are provided consistent with relevant state law and Company policies.

Role Qualifications:

- Approximately 15+ years of consultative healthcare sales experience
- Lives or willing to relocate to Arizona
- Market P&L experience
- Strong understanding of healthcare distribution channels and proven success growing markets
- Proven success delivering above plan membership, revenue, and operating results.
- Knowledge of the Commercial product will be highly valued.
- Strong people leadership skills
- Strong financial acumen
- Solution oriented mind-set
- Experience managing in a highly matrixed environment
- Critical characteristics: the highest degree of professionalism, integrity, transparency, collaboration, and communication

The successful candidate will be an employee of the Banner/Aetna Joint Venture not CVS Health nor Banner Health.

Contact:

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