

COO (Chief Operating Officer) of the Banner Health + Aetna (B|A) Health Insurance Company joint venture, day-to-day duties are governed and directed by the Banner Health + Aetna Health Insurance Company, Board of Directors and/or the CEO. This strategic and operational thought leader focused on driving a cross-functional, integrated strategic and operating plan for Banner|Aetna while providing end-to-end governance of all processes and supporting functions. This role works across the Aetna/CVS and Banner Health entities and requires a leader with the highest degree of integrity. The successful candidate will demonstrate excellent interpersonal skills with the ability to communicate clearly and persuasively while breaking down silos to promote collaboration.

Key responsibilities:

- Partner with C-suite and senior business partners to develop operational vision, business plan objectives, policies and procedures to support the overall strategic plan for B|A
- Drive collaboration and effectiveness of medical cost management, clinical quality performance, network and compliance adherence, and reporting initiatives
- Managing day-to-day operational activities, leading special projects, and contribute to financial planning, budget, data management and staff activities
- Lead growth acceleration; efficiencies, automation/digitalization
- Oversight of large-scale process improvement & continuous improvement efforts
- Develop relationships with external and internal partners
- Co-represents Banner | Aetna as executive liaison/executive sponsor of Joint Operating Committees to ensure B|A needs are represented in CVS & Banner Health programs; interfaces with key leaders across the business and entities to drive performance
- Interface with key leaders across the business partners to drive performance from an enterprise perspective related to membership, revenue growth, and expense management
- Support strong cohesive leadership teams and develops initiatives to assure retention of highly competent and motivated workforce; develops talent at all levels to ensure succession, breadth, depth, and diversity
- Support and participate in the quarterly Board meetings
- Interface with Department of Insurance
- Support team that represents B|A to potential and current plan sponsors (predominately PLS and NA)
- Support team to ensure B|A is represented for Sales trainings, road shows, other forums
- Perform other duties and tasks as determined by the Board of Directors and the CEO

The typical pay range for this role is: \$185,000 - \$270,000

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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