



Vice President, Practice Development

Reports To CEO
FLSA Exempt - Full Time
City/State Little Rock, AR or Nashville, TN, Remote Work to be considered

Description **GENERAL DESCRIPTION OF POSITION**

The VP of Practice Development is responsible for and/or influences initiatives and services that define and impact the practice of case management. The scope of responsibilities includes:

- Plan, Develop and Maintain the current standards of practice/scope of services for case management and transitions of care; and ensure consistency and support of these standards in all ACMA product content.
- Position and Enhance the recognition of the Case Management and Transitions of Care professionals and practice;
- Ensure the connectivity and support for ACMA's Case Management and Transitions of Care standards with key stakeholders and related organizations.
- Influence and Direct conference, publication, and webinar content to reflect current trends and ACMA standards of practice/scope of services for current and desired membership;
- Providing definition and influencing service development and association identity for critical roles tangential to the success of Case Management, i.e. Physician Advisors
- Provide Executive Support for APLCM via strategic planning, member benefit/service development, and research
- Develop, enhance, and implement ACMA offerings that relate to Case Management and Transitions of Care practice
- Enhance clinical credibility of case management and transitions of care professionals via:
 - Simulation Training
 - Certification Standards
 - National Networking/Marketing

The Vice President of Practice Development will have experience in strategic planning for organization initiatives. Experience should include the demonstration of successful development, implementation and promotion of initiatives, products, services that advance the organizational mission.

The VP of Practice Development will require staff management experience as well as stakeholder relationship management.

Requirements **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- Lead, develop, mentor, recognize and advocate for members and staff.
- Ensure necessary resources and expertise for goal achievement
- Ensure current procedures, tools, and reference documents are maintained and accessible
- Maintain awareness of industry trends, standards, advancements, and influence change/improvements



- Develop, review, attain approval, and monitor annual plans and budget
- Develop long range plans to advance company, client, and staff performance
- Provide strategic planning, development, and oversight of new initiatives related to Case Management practitioners.
- Identify, develop and lead new entities or constituent groups that will integrate and or partner with ACMA and be consistent with ACMA philosophy and standards
- Support planning and execution for the Leadership/Physician Advisor annual meeting and the APLCM organizational structure.
- Develop ACMA offering for Advanced Care Transitions Simulation, ACTS, learning, as a stand-alone program and/or Compass module
- Provide advisory and strategic sales support to promote related CGi and ACMA products, including new leads and retention
- Identify networking opportunities and high value industry relationships that will promote ACMA and related CGi business priorities.
- While performing the duties of this job, employees are regularly required to sit, walk and stand, talk or hear, both in person and by telephone, use hands repetitively to handle or operate standard office equipment; reach with hands and arms; and lift up to 25 pounds.

EDUCATION AND EXPERIENCE

- Bachelor's degree in clinical, healthcare, or related field. Masters preferred.
- Minimum ten years of experience in healthcare, hospital or related continuum of care settings.
- Excellent verbal, written, presentation, and interpersonal communication skills.
- Experienced presenter to clinicians, healthcare leaders, and executives.
- Demonstrated project management, creative problem solving, and multitasking skills.
- Effective organizational, detail orientation, and follow-up skills.
- Leadership and management skills, having the ability to lead a team, and establish and nurture cooperative working relationships with diverse groups.
- Experience with association meeting management, chapter relation, account management a plus.
- Previous experience managing multiple team members or teams.
- Team Orientation as a Key Executive and advocate for company vision and goals

COMMUNICATION AND CRITICAL THINKING SKILLS

- Ability to read, analyze, and understand general business/company related articles and professional journals;
- Ability to speak effectively before groups of customers or employees.
- Ability to solve practical problems and deal with a variety of known variables in situations where only limited standardization exists.
- Ability to interpret a variety of instructions furnished in written, oral, or diagram formats.



CGi



SOFTWARE SKILLS REQUIRED

- Proficiency with MS Office products and use of video conference applications.

CERTIFICATES, LICENSES, REGISTRATIONS

- Clinical background preferred

EXPECTED TRAVEL

- 20-30% travel

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EQUAL EMPLOYMENT OPPORTUNITY

CGi is an equal opportunity employer and values diversity. All employment is decided on the basis of qualifications, merit and business need.