

**Job Title:** Executive Director, Access Health Solutions  
**Reports to:** CEO, Access Health CT  
**Department:** Executive

**FLSA Status:** Exempt

**Summary Overview:**

Access Health Solutions (AHS), a subsidiary of Access Health CT (AHCT) (dba Connecticut Health Insurance Exchange) intends to provide consulting services to state-based marketplaces offering health insurance plans under the Affordable Care Act, as well as to private sector exchanges. The goal of AHS is to offer cost-effective assistance using the success of Access Health CT's online marketplace and operations as a model, provide cost-sharing opportunities, as well as ancillary products.

The Executive Director of Access Health Solutions will work with AHCT to develop and sell a suite of services and technology that will generate contributions to Access Health CT of over \$3MM by FY2017. The Executive Director will report to the CEO of Access Health CT.

**Essential Duties and Responsibilities:**

- Set goals to implement the business plan created to define the operational activities of Access Health Solutions.
- Report to the CEO and the Board of Access Health CT on progress toward goals on a quarterly basis.
- Engage and manage relationships essential to advancing the success of AHS.
- Engage a variety of stakeholders to collaborate on specific activities and deliverables necessary for the success of insurance exchanges, both public and private.
- Using resourceful preparation and innovative thinking, develop a suite of consulting services to be offered to potential clients.
- Consult with potential clients to develop specific sales plans that meet client needs and demonstrate reasonable profitability to AHCT.
- Deliver quantifiable marketing, financial and operating results upon which clients can depend for success.
- Establish an ongoing AHS enterprise that will instill confidence in potential clients and become the go-to business solution within the health exchange sector.

**Qualifications:** the requirements listed below are representative of the knowledge, skill, and/or ability required.

- BA/BS in Business; MBA strongly preferred.
- Minimum of five (5) years relevant senior level management experience in one or more of the following: health care insurance, health care policy, or health care delivery.
- Considerable knowledge and experience with health insurance related policy development, particularly the ACA; national and state healthcare reform law; and health care delivery system trends and issues, especially as it relates to health insurance exchanges.

- Proven ability to understand the management of all functional areas within the insurance exchange sector.
- Detailed knowledge of the people, process and technology of an insurance exchange.
- Knowledge of the market for private health insurance exchanges, public health insurance exchanges.
- First-hand experience with current exchange managers, contractors, and CMS/CCIIO.
- Successful development and implementation of technical and operational teams.
- Considerable experience with innovative business development and operations.
- Understanding of government and politics at the national and state level.
- Demonstrated skill in communicating effectively across the broad and diverse spectrum of stakeholders.

**Physical Demands:** the physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently required to sit, hear, use hands to type data, and utilize a phone or other electronic communication devices. This employee may occasionally have to operate business machines. Specific vision abilities required in this job include close vision and the ability to adjust focus.

Significant travel is required, sometimes for extended periods. Requires regular presentations to the Board of Directors.

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