



## **JOB DESCRIPTION**

**Position: Director of Product and Innovation**

**Reports to: Chief Executive Officer**

**Status: Full time staff: Exempt**

### **Position Overview**

The Director of Product and Innovation is responsible for overseeing HealthInfoNet's (HIN) product development and business life-cycle activities. They will work closely with the leadership team (organized by Client Services, Information Services, Legal and Administrative), the CEO, and the Board of Directors to assess and develop strategies to support and expand current/future product lifecycle, business process control, and monetization of local and nationally focused mission-driven health information technology services.

### **Position Duties and Responsibilities**

- Work with HIN's technology development and client services teams to incorporate feedback from prospective clients and stakeholders in the product roadmap
- Lead development and implementation of new product business plans, sales-cycle plans, and product roadmap enhancements that align with mission and Board-driven strategic plans
- Responsible for understanding HIN software and data processes from when data enters the HIN "environment" to its use in our clients' products and services
- Engage with statewide clinical client stakeholders (IDNs, Hospitals, FQHCs, Practices, State Government) to assess business opportunities to support new and evolving business processes requiring the use of data or HIN software products and services
- Liaise with state/federal government and key stakeholders (potential clients nationally) to assess opportunities to support new and evolving business processes that require the use of data or HIN software products and services (Medicaid, public health, SUD, corrections, aging & disability, long-term care, etc.)
- In conjunction with the CFO, develop and support current and future product life-cycle pro-forma financial statements
- Identify and attend local/regional/national conferences and industry meetings to assess product and service evolution and innovation in the health information technology and health data ecosystems
- Make recommendations to the CEO and leadership team on new and innovative business and data aggregation opportunities and impact on HIN business operations on a state and national level

- Manage positive relationships with HealthInfoNet funders, clients, state and federal government, and other relevant organizations
- Represent HealthInfoNet at relevant meetings and conferences
- Participate in HealthInfoNet team meetings and trainings
- Stay abreast of relevant literature, industry news, policies, emerging trends, and leaders/innovators in health information technology
- Work directly with the Communications and Outreach Manager to develop needed marketing materials for external visibility
- Perform other duties as assigned

### **Employment Standards**

#### Education:

- Masters or other advanced degree – preferably with a focus on Business and Health Care

#### Experience:

- At least eight years relevant work experience
- Experience in health care, health care data, health information technology, and health care business processes required
- Experience with state contract development and oversight strongly preferred
- Prior project management experience

#### Skills:

- Demonstrate strong product management principles and development life-cycle experience from conceptualization to design and development and delivery
- Proven track record working with technology development teams in an agile environment to bring new products to market
- Ability to work across functional groups and markets to synthesize product requirements into a compelling value proposition for clients
- Superior communication, presentation, and interpersonal skills, including the ability to create and sustain strong working relationships with staff and diverse constituencies while working independently, as well as collaboratively
- Strong understanding of product development process including the development of business requirements
- Strong analytic, research (qualitative or quantitative), organizational, and computer skills required
- Ability to work under pressure and balance competing demands of customers and projects
- Strong troubleshooting skills necessary

#### Other Requirements

- Valid driver's license

- Available at home occasionally to access network

For more information on HealthInfoNet visit our website: [www.hinfonet.org](http://www.hinfonet.org).

Candidates should email their resume and cover letter to [amcbrierty@hinfonet.org](mailto:amcbrierty@hinfonet.org). Please include the title of the job you are applying for in the subject line of the email.