



Building Companies. One Placement at a Time.

Our client seeks:

CLINICALS PRODUCT MANAGER

The **Clinicals Product Manager** will work side by side with key developers, customers and other key constituents to design and bring to market client's clinical services. The Product Manager will analyze, specify, communicate and test requirements for product features used by customers and internal client's staff. As a member of the product management team, the product manager will contribute to the overall direction of the client company products and provide input on prioritization and business value of candidate projects.

The Clinicals Product Manager should have a proven track record in the detailed design and development of commercially viable applications and/or services including the software development lifecycle. The ideal candidate will have a demonstrated ability to envision, design and implement efficient workflow solutions.

Experience in an ambulatory clinical provider setting a plus, but not required.

Experience in a high volume operational services setting (for example, large scale data entry, or document processing) with experience in operational metrics and/or statistical process control or Six Sigma, a plus. The Clinicals Product Manager will report to the Director, Clinicals Product Management.

The Product Manager must be an innovative thinker who can take his/her current beliefs and enhance them by thinking about the development of clinical systems within the context of our client's "services" capabilities rather than software only. Necessary abilities, therefore, include:

- Knowledge of medical practice management, operational processes and the software systems that support such operations
- Demonstrated ability to assume sole and independent responsibility for various projects
- Ability to exercise discretion and independent judgment with respect to significant matters
- Ability to develop business cases and write business requirements documents to communicate business need and justify investments in new product ideas
- Ability to analyze and prioritize opportunities and take decisive action
- Ability to conceptualize and develop new product ideas
- Ability to work closely with operational personnel in designing the operational model with an understanding of key operational metrics necessary to successfully deliver a fully integrated client product
- Ability to work with technical, clinical and revenue cycle related resources to design and refine application user interfaces, reports and other new product functions
- Ability to support sales by assisting in the development of effective sales tools

Responsibilities may include, but are not limited to:

- Work with customers, consultants, and our client's employees to define and document product requirements
- Work closely with the development team and other Clinical Product Management staff to finalize business requirements definitions, and to work through functional and technical analysis, usability, testing, and the release cycle

- Contribute to the development of implementation methodologies and direct work with Beta clients and beyond
- Provide business cases/use cases to the development team/architects to help further identify and prioritize development work;
- Act as a product champion both within all parts of client company and externally with press, partners and others
- Other tasks as requested by the Director, Clinical Product Development
- Specification deliverables include but are not limited to:
 1. Design of product and platform features and functions
 2. Development of use and business cases;
 3. Development of demo scripts;
 4. ROI mapping and analysis
 5. Identification of third party tools
 6. Workflow requirements
 7. Regulatory considerations/requirements

Specification deliverables include but are not limited to:

- Design of product and platform features and functions;
- Development of use and business cases;
- Development of demo scripts;
- ROI mapping and analysis;
- Identification of third party tools;
- Workflow requirements;
- Regulatory considerations/requirements;

Qualifications

- Demonstrated people leadership skills and desire to teach and learn coupled with an entrepreneurial mind set
- Proven commitment to setting high standards of performance for self and others
- Demonstrated superior problem solving and project management skills and ability to drive to problem root causes
- Excellent communication skills, including listening, writing and relationship building
- Strong organizational skills and attention to detail
- Ability to keep track of numerous detail-intensive tasks and ensure their completion and accuracy

Required of All Employees of the Clinicals Department:

- Skills necessary to obtain company-certified trainer level knowledge and complete understanding of the latest version of the application
- Solid understanding of revenue cycle management;
- Solid mastery of clinical and administrative physician practice operations;
- Solid understanding of the implementation process and the various interdependencies between operations and technology, both internal and external;
- Solid mastery of the different Product Types and Service Offerings;
- Solid mastery of training techniques and other client-facing skills;
- Solid understanding of internal operations and their support of and service to clients;
- High level understanding of the intranet and other internal operations systems
- Understanding of an ASP model as it relates to a practice management system;
- Mastery of Microsoft Office applications, including Outlook, Excel, and Word; proficiency with PowerPoint and Access; and an understanding of Visio

- Strong data collection and financial analysis abilities with regard to benchmarking information and practice management operational assessments
- Strong ability to identify potential issues and participate in their resolution
- Excellent problem solving and investigative skills
- Excellent organization and time management skills
- Excellent client-facing skills and the ability to simultaneously champion the cause of the client and serve as an advocate

For More Information Contact or send resume to:

E/MAIL RESUME TO: Wm@WaltMedina.Com -or- **FAX:** (860) 613-2281