



VAL Health Director of Business Development

Are you passionate about improving health and healthcare? Do you want to wake up every day and make a difference? Then join our growing team to solve healthcare's biggest challenging problems.

VAL Health is the leading health-related behavioral economics consulting firm with a true mission: help millions of people improve their health and lower the cost of healthcare. Founded by the preeminent figures in the field of behavioral economics, VAL Health uniquely marries evidence-based research with real-world experience to develop behavior change solutions that measurably improve health and increase engagement. Our client's results speak for themselves: tripling of smoking cessation, 6-times increase in online appointing rates and 10-fold increase in telehealth adoption.

We are actively seeking a talented Director of Business Development to immediately join our team. The position is based in New York City, but for the right person we will consider a virtual location. We offer competitive compensation and equity, and opportunities for rapid career advancement. We work together in a casual environment and provide healthy snacks. Please send cover letter and resume to careers@valhealth.com

RESPONSIBILITIES:

As Director of Business Development you will play a highly visible role in the organization while you pursue opportunities in the digital health and hospital systems markets. The position reports directly to the President.

- Provide thought leadership on behavioral economics and project scoping during the business development process
- Perform proposal writing and contract negotiations
- Identify and bring market feedback to marketing and consulting teams
- Build business development team to pursue digital health and health systems markets

MINIMUM REQUIREMENTS:

Our ideal candidate thrives in a fast-paced, entrepreneurial environment with a proven track record strategically selling to and building relationships with digital health companies and hospital systems.

- Bachelor's degree required
- 8+ years relevant consulting or business development experience with track record of consistently meeting or exceeding goals
- Ability to think both strategically and tactically
- Experience with digital health companies and hospital systems
- Team player yet self-starter
- Demonstrated excellence in verbal and written communications
- Strong commitment to health and wellness a bonus