



## VICE CHAIR FOR CLINICAL BUSINESS DEVELOPMENT & STRATEGY

The Vice Chair for Clinical Business Development & Strategy will oversee key initiatives for clinical delivery innovation and business development on behalf of the DOM. This role will interface with other Vice Chairs in the DOM as well as the Director and, at the behest of the Director, will represent the DOM with both clinical and operational leaders. The Vice Chair is a widely respected senior member of the Department (Associate or Full Professor) with broad understanding, expertise and reverence for the academic missions, working familiarity with medical finances and demonstrated emotional intelligence that allows them to resolve conflict and lead in a respectful manner. The Vice Chair should have demonstrated successful working relationships with JHM leaders from the School of Medicine, the Johns Hopkins Health System and, preferably, Johns Hopkins International. The Vice Chair will collaborate with the SOM, JHHS, JHI, OJHP, the DOM Director, Division Directors, Vice Chairs and faculty and staff throughout the Department to oversee and coordinate efforts to develop initiatives and execute strategies to support and grow the department's clinical footprint, entrepreneurial endeavors and departmental finance growth models regionally, nationally and internationally. The Johns Hopkins Department of Medicine has a unique opportunity to leverage its brand, quality, infrastructure and faculty expertise to develop an expanded provider network that supports the tripartite mission of the Department while contributing to the strategic goals of the broader organization. The Vice Chair will oversee key initiatives for expansion, innovation and business development on behalf of the DOM.

Specifically, the Vice Chair for Business Development & Strategy will:

- Actively participate in the DOM executive leadership team (Director, other Vice Chairs and Departmental Administrators) meeting (currently monthly)
- Actively participate in DOM clinical mission team (Director, Clinical Vice Chairs, Clinical Administrators) meeting (currently 2x/month)
- Aid the Director and DOM in clinical faculty retention and improvement in faculty satisfaction and actively participate in divisional reviews

A major component of the VC position will be focused on strategic development opportunities within the DOM. The following are the likely areas of focus:

- Serve as the DOM's delegated leader and content expert for any current and future emerging models of clinical business development

- Partner with OJHP, JHCP, JHRP as appropriate, and DOM leadership to oversee the DOM's role in developing strategic partnerships with our hospital and regional partners by:
  - Expanding in-person and telemedicine medical specialty practices that support the goals of our community hospitals
  - Exploring and actively participating in the development of new ventures (e.g. concierge medicine)
  - Considering opportunities for partnerships with post-acute facilities and other allied health partners
  - Building shared performance metrics between DOM providers and JHHS facilities
- Engage and, as appropriate, facilitate DOM practice expansion efforts to ensure divisional efforts align with the overall strategy of the DOM and JHM. Specific duties may include:
  - Serving as the DOM representative at NCR strategy meetings and other relevant JHM committee meetings
  - Meeting regularly with program leaders predominantly located at an NCR location to understand and provide guidance towards overcoming operational hurdles
  - Partnering with the DOM Clinical Administrator to ensure appropriate planning and alignment of clinical operations for practices located in the NCR or other emerging areas of opportunity
  - Reviewing business plans for clinical service development and expansion
  - Understanding JHCP's approach to clinical care expansion and working with JHCP partners to understand how DOM providers can integrate into these efforts
  - Serving as key DOM contact for Greater Washington, D.C./Northern Virginia business development. Actively explore partnership opportunities with providers, payers and patients, and keep a log of meetings and conversations.
  - Collaborating with the DOM finance and administrative teams to develop business plans and present, as appropriate, expansion plans at JHM committee meetings. Set up plans for success by ensuring division directors and clinical directors are aware of business plan expectations.
- Provide guidance and support to divisional leadership in the strategic planning of recruitment of new DOM clinical faculty and associates to aid in clinical growth
- Partner with Johns Hopkins International (JHI) and DOM leadership to expand the DOM's national and international footprint:
  - With the JHMI Medical Director and Patient Services Sr. Director, collaboratively create a multi-year strategic international patient growth plan that includes, but is not limited to, (1) understanding medical

specialties with international demand, (2) identifying mutually beneficial clinical services with demand and capacity (or ability to create capacity), (3) assessing clinical capacity to see international patients specifically in the NCR, etc.

- Explore new international ventures to include feasibility of outpatient international clinic collaborations, teleconsultations, inpatient concierge teams and strike team care for outpatient management of VIP patients requiring care offsite (e.g. Four Seasons Resorts)
- Collaborate with Vice President of Global Services to evaluate (1) expansion opportunities for in-person overseas consults to new regions and (2) ways to improve faculty participation in this care model
- Assemble DOM International taskforce to investigate growth opportunities and to perform departmental assessment describing gaps/barriers to seeing international patients, and partner with JHI to identify/pilot solutions
- Collaborate with division leaders to create clinical capacity for high international demand/margin-generating opportunities
- Identify interested faculty, as well as faculty with country-of-origin relationships, to assist in the recruitment of high-profile patients
- Evaluate faculty incentive for additional time/effort related to international patient care and create transparency on faculty benefit for supporting and growing international business
- Explore new or expand on existing JHI ventures for national growth opportunities with concierge services, corporate partnerships and executive health

The Vice Chair for Business Development & Strategy will receive 25% effort and may be eligible for additional bonus compensation based on a suite of milestones related to performance of the DOM in key areas of growth and alignment with departmental and institutional strategic priorities. Annual performance based on regular meetings with DOM leadership, feedback from key JHHS partners and a written report developed by the Vice Chair at the end of each fiscal year.

Interested individuals should submit a CV and cover letter that briefly outlines their qualifications, vision for the role and a plan for what activities and commitments would be reduced in order to accept this position to Rebecca Spriggs (rsprigg6@jhmi.edu) on or before the close of business on **Friday, March 31**.

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