Prospect Medical is searching for a qualified:

**Commercial Network Development Representative**

**SUMMARY**

**JOB SUMMARY:**

The position of the Commercial Network Development Representative ensures membership growth through the development of HMO commercial network employer based relationships specific to Prospect/ProMed network of IPA's. This development is not limited to just the commercial HMO market but expands to the commercial members that are aging into Medicare. This will be achieved through relationships with commercial brokers, relationships with commercial health plans representing large and medium sized employers, occupational medicine alliances, and direct employer contact. The goal is to have Prospect/ProMed Medical network of IPA's represented to key employer connections (i.e.: wellness fairs, open enrollment, etc..) and to make the employer aware of the value added network that Prospect/ProMed Medical provides and delivers to this segment of our business.

**ESSENTIAL DUTIES:** include but not limited to

- Develop and grow commercial membership and employer aging in market.
- Develop and create linkages to the commercial brokers, their employer base and
- Develop and create linkages to commercial health plan networks and their employer base.
- Develop and create linkages to occupational medicine programs and their employer base
- Develop and create linkages to direct employer, whether Prospects/ProMed’s current base of employers or new employer opportunities.
- Develop and create growth opportunity in the Medicare market by marketing our network to the employer aging-in market through all relationships identified in 3,4,5,6, or other means.
- Develop sales call plan for region with weekly activity reports.
- Develop 90 day action plan with expected timeframe of results.
- Participate in wellness fairs, seminars, open enrollments events, broker mtgs., etc…
- Monitor the effectiveness of outreach activities in relation to employer membership
- Monitor current base of membership and measure outcomes
- Manage entire program and any staff, as required.
- As required, work with Director of Marketing or VP of Business Development on development plan and ROI of program.
- Become savvy in all aspects of Prospect/ProMed Medical systems. This includes IDX, EZ Cap, Cerecons, Prospect/ProMed Medical website, Provider networks, Value network, Health Plan websites, and other data bases as identified by management team.
• Uses common sense and exercises good judgment in prioritizing workload. Effectively communicates with Director, escalating issues appropriately as needed.
• Return phone calls within twenty-four (24) hours to ensure that professional and business relationships are maintained.
• Facilitate notification of trends and problematic areas within networks applying problem solving skills and coordinating solutions to continuously improve.
• As required, hire, interview, train, provide support tools, motivate, and conduct annual performance evaluations.
• Work on special projects as assigned by Management.
• Perform other duties as assigned.

EDUCATION, EXPERIENCE AND ABILITIES:

To perform this job successfully, an individual must be able to perform each essential skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

• 4 year college degree preferred
• Minimum of 3 years of health care experience
• Health plan experience and/or commercial broker experience preferred.
• Must possess a valid Driver's License

Prospect Medical has a solid past and a dynamic future. Over 20 years old, we have grown and matured — contracting with all major regional HMO’s including PacifiCare, Blue Cross, Health Net and CIGNA. We are now serving California’s seniors with a superior Medicare program, and we are pursuing additional growth through a strategy of targeted acquisition. We succeed through the use of superior technology, proven management procedures, and committed employees. Our success allows us to offer excellent compensation and one of the best benefit packages in the industry.

If you are a qualified, high-achieving professional who wants to make a positive difference in the world of managed care, please submit your resume online.

Quality Service, Quality Care…that’s who we are!

Please visit our website for more information and a listing of all our open positions

www.prospectmedical.com