Director of Strategic Planning and Business Development  
Baystate Health  
Springfield, Massachusetts  
www.baystatehealth.org

This is an exceptional career advancement opportunity for the experienced and rising healthcare strategist and business development professional to play an integral role in shaping, implementing, and monitoring strategic initiatives for a comprehensive, well respected health system in Massachusetts. Baystate Health (BH) is based in the beautiful and highly desirable Pioneer Valley of Massachusetts, home to Amherst, Smith, and Mount Holyoke colleges and an abundance of recreational and cultural amenities.

THE ORGANIZATION:

Recognized for excellence on the national level, Baystate Health was named a Top 15 Health System in the country by Thompson Reuters. The Health System encompasses four member hospitals -- Baystate Medical Center in Springfield, including Baystate Medical Center Children’s Hospital; Baystate Franklin Medical Center in Greenfield; Baystate Mary Lane Hospital in Ware; and Baystate Wing Hospital in Palmer. Other BH members include Baystate Medical Practices, Baystate Visiting Nurse Association & Hospice, Baystate Infusion & Respiratory Services, and Health New England, a 205,000-member HMO. This very successful Health System is financially solid and generates annual net revenue of more than $1.8 billion.

The academic flagship hospital, Baystate Medical Center, plays a critical role in meeting the healthcare needs of residents throughout western New England. It is the region’s only tertiary care referral medical center, Level III Neonatal Intensive Care Unit, and Level I Trauma Center. Consistently earning high rankings for the quality of its services and programs, the medical center is also committed to postgraduate medical education with residencies in Pediatrics, Medicine-Pediatrics, Medicine, Surgery, OB/GYN, Radiology, Pathology, Psychiatry, Anesthesiology, and Emergency Medicine. It is also a major site for medical student education and serves as the Western Campus of the Tufts University School of Medicine.

THE POSITION:

Reporting to the Vice President of Strategic Planning and Business Development, the Director will provide objective data, analysis, and concrete and actionable business plans and performance metrics that enable leadership to surface issues, develop opportunities, make informed decisions, and achieve strategic goals. Working in concert with the Vice President, the Director will also be charged with leading and mentoring a small team to take an already strong program to the next level of excellence.

THE IDEAL CANDIDATE:

The ideal candidate is an energetic, entrepreneurial, and highly motivated strategist and business development professional with a strong commitment to quality and service excellence. The selected candidate will be a critical thinker who is also results driven. S/he will enjoy developing staff and have experience engaging all constituencies within a large, dynamic institution. Requirements: BA/BS, master’s preferred with a minimum of five years’ relevant experience in a large hospital or system. A minimum of three years’ management experience is also required.

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