



## Senior Director, Government Relations and Policy Position

Sirona Strategies is a health care strategic consulting firm at the intersection of health care policy, politics and business. We counsel both large and small clients across the health care spectrum on regulatory, legislative and market dynamics that can be leveraged to best position them in a rapidly shifting environment. More information can be found at: [www.sironastrategies.com](http://www.sironastrategies.com)

### The Position

Sirona Strategies seeks a mid-to-senior level health care policy expert to join its team as Senior Director, Government Relations and Policy. The candidate should have background in Medicare policy and basic knowledge of and relationships with the relevant teams at CMS that make decisions about Medicare fee-for-service, Medicare Advantage, and value-based care.

Candidate should be comfortable with the following activities:

- Regulatory analysis and comment letter drafting.
- Policy related to Medicare and Medicaid
- Developing strategies for Administration engagement on policy issues.
- Identifying and analyzing the impact of market, legislative and regulatory trends for clients.
- Client management.

Duties and job responsibilities include:

- *Regulatory Analysis and Policy Support*
  - Summarize and analyze regulations and other guidance documents, identifying implications for clients and recommended next steps.
  - Draft comment letters, meeting materials, one-pagers, fact sheets, and other documents to be used by clients to understand new policy developments and during the formal rulemaking process and other Administration advocacy.
  - Prepare draft messaging and policy communications documents (e.g., talking points, blog posts, op-eds, press releases, one-pagers, summaries, etc.).
  - Spot issues that are threats or opportunities for clients.
- *Administration Outreach and Engagement*
  - Develop client regulatory advocacy strategies.
  - Work with others on the Sirona team to advance client interests with the Administration.
- *Policy-Based Market Analysis*
  - Spot issues that could impact execution of client strategy.
  - Identify market trends and anticipate impact on forthcoming policy and/or client priorities.
  - Have a general sense of how activities on Capitol Hill will impact market dynamics, and Administration policy.

- *Client Management*
  - Serve as the lead on all developments related to client interests (includes identifying and getting info to clients in a timely way, as well as analyzing impact on clients).
  - Proactively prepare materials for client meetings, including agendas, etc.
  - Continuous monitoring/flagging articles and developments of interest in real time for clients.

#### Basic Qualifications

- Minimum of 5-8 years of health policy experience (state/federal) (preferred)
- Graduate-level degree in health policy or a related health care field.
- Substantive knowledge and understanding of basic health policy and payment issues, including Medicare fee-for-service, Medicare Advantage, and value-based care.
- Strong writing skills, including the ability to synthesize complex issues into key policy considerations and recommendations.
- Proven ability to effectively manage multiple projects simultaneously, including setting and meeting deadlines.
- Strong analytical skills and experience interpreting research for policy makers in a timely and effective manner.
- Proven ability to communicate effectively verbally, with special emphasis on communicating with policy-making audiences.
- Strong interpersonal skills including the skills necessary to effectively work with colleagues, partner organizations and a variety of high-ranking government officials.
- Ability and willingness to work independently and assume additional responsibilities.
- Must be able to work under strict deadlines.
- Must be flexible with regard to schedule, may require off hours work to meet aggressive deadlines.

To apply, please email your resume to Sirona Strategies ([sironastrategies@sironastrategies.com](mailto:sironastrategies@sironastrategies.com))