



Senior Director, Government Relations and Policy Position, Health IT

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. We also run multiple cross-sector coalitions. More information can be found at: www.sironastrategies.com

To apply, please email your resume and a short cover letter highlighting three accomplishments that would make you an impactful Senior Director to eflior@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 will work on a portfolio of clients with interest in health IT including interoperability, privacy, and health information exchange. The candidate should have basic knowledge of and relationships with the relevant teams at HHS that make decisions about health IT policy, including ONC, CMS, and CDC.

Candidate should be comfortable with the following activities:

- Regulatory analysis and comment letter drafting.
- Policy related to a range of health IT topics.
- Developing strategies for Administration engagement on policy issues.
- Developing strategies for Congressional 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 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.



Basic Qualifications

- Minimum of 5-8 years of health policy experience with some of this experience in a health IT policy role (federal experience preferred).
- Graduate-level degree in health policy or a related health care field.
- Substantive knowledge and understanding of basic health IT policy issues.
- 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.

Benefits

This is a full-time position based in Washington, D.C. There is an expectation to come to the DC office for key meetings and events with additional travel required for conferences, meetings, and other events.

- Comprehensive health benefits including medical, dental & vision, and parental leave
- Outstanding retirement plan, Sirona contributes 3% of your salary annually to a 401(k) retirement plan, eligibility starts at 6 months.
- Hybrid workplace with no designated days of mandatory office time
- 13+ paid holidays and 13+ paid vacation days, sick and bereavement leave
- Flexible, monitoring only work week between December 22 and January 1
- An estimate of the current salary range is \$125,000 – \$200,000