



NEHI

**President & Chief Executive Officer
Position Description**

August 2019

NEHI

NEHI (Network for Excellence in Health Innovation) is a nonprofit, non-partisan health policy institute focused on enabling innovations that improve the quality and lower the costs of health care. As one of the nation's largest, most diverse, multi-stakeholder organizations dedicated to identifying, analyzing and resolving critical health care issues, NEHI views innovation as the critical ingredient for improving the health care system.

NEHI counts over 80 premier health care organizations as its members, including patient groups, health plans, providers, employers, universities, hospitals, business organizations, and the pharmaceutical, biotechnology, medical device, and telemedicine industries. NEHI works by combining the collective vision of their multi-sector membership with independent, evidence-based research to move ideas into action. This unique viewpoint cuts across silos to achieve common ground on the most significant barriers and opportunities for innovation, producing policy recommendations that have real impact on health care.

Since its founding in 2002, NEHI has amassed a wide portfolio of research in an effort to find innovative solutions to health care's most pressing problems. NEHI's areas of concentration include reducing waste and inefficiency in health care delivery, exploring new payment models and their impact on patient access to innovation, advancing technology and tele-health, spurring national policy changes that enable the responsible use of medicines, and promoting health and wellness initiatives.

NEHI's two primary revenue streams include membership dues and grants/awards for program-specific initiatives and events.

History

NEHI was founded in 2002 as the New England Health Care Institute. In 2011, we adopted the acronym NEHI as the official name and then, in 2014, expanded the name to NEHI (Network for Excellence in Health Innovation) to reflect our national identity.

The founders of NEHI were a group of influential health care leaders whose goal was to create a forum where leaders from all health care sectors could identify, debate and seek solutions to common health care issues – and then create policy change.

The catalysts for this enterprise were the late Henri Termeer (then CEO of Genzyme), Joseph B. Martin, MD, PhD (then Dean of Harvard Medical School), Sam Thier, MD (then CEO of Partners HealthCare), Fred Telling, PhD (then VP of Pfizer), and Governor Charlie Baker (then CEO of Harvard Pilgrim Health Care).

Location: Boston, Massachusetts

Website: www.nehi.net

The Context of the Search

NEHI is truly a unique organization poised for the next phase of its evolution. From the very concept of its foundation as a regional organization in 2002 to its transformation into a national organization, NEHI has focused on innovation, improvement, and transformation of health care in a broad and inclusive fashion.

NEHI has used its research to move ideas into action, convening forums of issues of significance and importance with the goal of finding mutual solutions to cross-cutting problems which are then used to advocate for policy change. Some of the broad issues being tackled by NEHI include:

- Advancing valuable technologies
- Defining value in innovation
- Improving efficiencies in the delivery system
- Stimulating creativity and innovation in health care reform

With its strong member base, NEHI has attracted the support of the best and the brightest leaders in health care today and has shown year after year that collaboration across the health care sector produces tangible and dramatic results. Now in its 17th year, the future path of NEHI remains focused on research, innovation, and informing critical policy and legislative decisions. Yet numerous strategic decisions regarding specific priorities, partnerships and approaches are open for creative and innovative decisions.

The Position

Title: President & CEO

Location: Boston, Massachusetts

Reports to: Chair, Board of Directors

Specific Responsibilities

This role has significant strategic and externally focused responsibilities, including the responsibility to serve as the public face of the organization. The successful candidate for this position will drive the organization's strategic agenda and priorities, build revenue through membership and program support from foundation and corporations, always with an eye on the future of health care and areas where NEHI can have an impact.

The specific responsibilities of the position include, but are not limited to, the following:

- Setting the organizational direction and strategy for NEHI, including the development of a three-year strategic plan and driving the execution of the strategic plan.
- Setting and meeting, or exceeding, NEHI's target financial goals for 2020 and beyond, including ensuring a robust reserve fund. This includes increasing membership, expanding fundraising from foundations, corporations and other donors, and creating strategic funding partnerships with organizations aligned with NEHI's mission.
- Exploring and pursuing the creation of national coalitions and partnerships.

- Continuing the development of a highly functioning, collaborative team of professional staff who can carry out NEHI's goals.
- Expanding NEHI's role as a national thought leader on health care innovation. Propelling NEHI ahead of other similar organizations through brave and visionary identification of issues and powerful research to advance innovation across the health care system.
- Increasing NEHI's national visibility and platform by speaking at conferences and forums, being recognized as one of the premier innovation research and policy influencing organizations in the country.

The Person

Qualifications & Experience

The ideal candidate is a highly intelligent, deeply committed and talented thought leader with a track record of success conceptualizing and driving innovation in health care. S/he should be knowledgeable about a wide range of current and future issues facing the broad health care sector, particularly those issues that intersect a cross section of NEHI's membership. The candidate must be passionate about growing an organization and able to form strategic and funding partnerships with like-minded organizations that benefit both (or several) organizations. The successful candidate must have a strong executive presence, public speaking and presentation skills. S/he must be highly collaborative, politically savvy, and capable of treating all issues and the organization's diverse constituents equally and without perceived favoritism for any group.

The successful candidate must have passion for:

- health care innovation,
- policy research and
- the potential for true and realizable impact on the cost and quality of health care.

The President & CEO should have experience working with and reporting to a sophisticated, intelligent and talented Board of Directors, Advisory Board or C-Suite. S/he should have the capacity for visualizing big-picture, strategic issues while also paying attention to constituent and funder priorities. In addition, the CEO must be able to meet the day-to-day challenges of running a public policy, research, and membership organization efficiently and effectively.

The successful candidate will have the following experience and qualifications:

- Highly intelligent and well educated. An advanced degree in a relevant health care discipline is required.
- Demonstrated experience, and enthusiasm for, growing an organization.
- Strong fundraising experience, with relationships with foundations or private donors a plus.
- Demonstrated ability to form strategic and funding partnerships with other organizations around the country.
- Broad and deep knowledge of the issues facing health care and expertise in health care policy research methods and design.
- Deep understanding of health care policy, policy research and how to influence policy decisions.
- Outstanding leadership and interpersonal skills, with the drive and initiative required to implement change at the strategic and operational levels.
- Humility and an openness to differing opinions. Exceptional listening skills.

Leadership & Management Behavioral Competencies

Key Executive Competencies

The following are the key competencies required for this role:

- ***Influence and Relationship Building*** – This individual must have an exceptional ability to communicate at all levels of an organization. This individual should also have high emotional intelligence and the ability to work well with a broad and diverse range of constituents. Specifically, NEHI requires a leader with a passion for fundraising and the skillset to create new relationships in addition to possessing an existing rolodex. The successful candidate must possess the ability to “sell” an intangible product and to work effectively with a wide array of potential donors.

- ***Collaboration and Decisiveness*** – The successful executive should be able to collaborate and work well with a prominent Board of Directors and member constituents and must be able to take the lead in numerous strategic and operational decisions. S/he must be able to manage stakeholders with differing/divergent perspectives while maintaining stakeholder engagement and commitment.
- ***Strategy and Execution*** – The individual must possess strong intellect and a capacity for strategy and vision, but must also be highly disciplined in execution, process management, and leadership.
- ***Change and Innovation*** – This individual must be a champion of change and innovation, not seeking change for the sake of change but for increased performance of both the NEHI organization and the broad health care sector.
- ***Integrity*** – The President & CEO must be an individual of impeccable integrity and one who sets high standards for personal and professional behavior and who holds others accountable as well.

Instructions

Please submit a cover letter and resume to Wendy Everett, if you wish to be considered for this opportunity.

Wendy Everett, ScD

Executive Chair, NEHI Board

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Contact

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