

# The Menges Group

Strategic Health Policy & Care Coordination Consulting

## Managing Consultant

Organization: The Menges Group (website: [www.themengesgroup.com](http://www.themengesgroup.com))  
Job Location: Arlington, VA (Ballston area)  
Job Type: Full-time Employee  
Available Positions: 1-2  
Status: Currently Accepting Applications

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The Menges Group contributes to the evolution of coordinated care programs that improve quality of life and lower expenditures for Medicaid and Medicare beneficiaries. Our clients range from Fortune 500 healthcare companies, state government agencies, trade associations, and regional coordinated care organizations. Our staff shares a strong and compassionate commitment to the well-being of vulnerable populations; our projects involve improving services and reducing costs for high-need and vulnerable subgroups of all ages.

We provide strategic health policy and care coordination solutions to our clients through:

- Medicaid managed care business development support
- Strategic managed care policy analysis
- Health plan operational support
- Program development for special populations: correctional health, dual eligible, foster children, children and youth with SMI/SED, SUD, and more
- Medicaid data analysis

Our projects range from designing programs for high-need populations, supporting health plans during state procurements, and supporting operational functions of health plans – including improving quality ratings and improving network adequacy. We also support businesses' growth in the healthcare field and provide business planning analysis.

The Menges Group is currently seeking to fill the position of Managing Consultant (5+ years' experience) to support our clients in their business development efforts. Candidates must have proposal development and/or managed care experience.

The Managing Consultant must have a versatile set of quantitative, qualitative, project management, staff management, and interpersonal skills. Project work will mainly support managed care procurements, strategy development, and development and execution of technical writing to respond to State RFPs. Other tasks will also include contributing to our data analytics by regularly using MS Excel and other statistical programs to review data.

### Duties and Responsibilities

- Develop written content for clients in response to State Medicaid procurements

- Support and assist in managing project teams to help solve complex client problems and engage clients with novel solutions and ideas
- Interact closely with client subject matter experts and leadership
- Work with clients to identify and deliver on business opportunities and projects
- Create both strategic and tactical recommendations for clients depending on their needs
- Manage short- and long-term deliverables to ensure that all of The Menges Group's knowledge and expertise are leveraged to meet client needs
- Solve complex client issues in a timely and appropriate manner with attention to resources and minimal management oversight
- Conceptualize, design, and execute—from start to finish—a broad range of client projects involving diverse, cross-functional, cross-practice teams

### **Skill Requirements**

- Advanced communication skills (written and oral) including the ability to concisely explain complicated concepts to executives within and outside of the firm
- Advanced Microsoft Office skills, including PowerPoint, Excel, and Word
- Strong understanding of government payers, including Medicaid, Medicare parts A and B, and Medicare Advantage
- Proposal and/or grant-writing experience
- Managed care clinical, provider, and/or operations experience, ideally in Medicaid arena

### **Additional Skills and Competencies**

- Overall enthusiasm for improving health care and coverage for the nation's most vulnerable populations – and for achieving available cost savings
- Demonstrated capability to oversee and supervise work of staff members
- Ability to understand and easily convey data results, including synthesizing analytical results for a non-analytics focused audience
- Exemplary interpersonal skills that translate into positive relationships with colleagues and clients
- Commitment to working in a team environment with an emphasis on collaboration and maintaining positive relationships with colleagues and clients
- Outstanding problem-solving and analytic skills with the ability to apply knowledge outside of one's immediate functional area
- Ability to succeed in a dynamic, fast-paced environment and produce quality deliverables according to tight timeframes and under constant pressure
- Willingness to travel 10%-50% of time

### **Experience Requirements**

- At least 5 years of relevant experience
- Prior project management experience
- Prior proposal writing experience

### **Education Requirements**

- Master's degree in health policy, public policy, healthcare management, public health, public administration, economics, business administration, law, or a relevant discipline

The Menges Group is a small company with a collaborative work environment. Candidates must be able to independently complete assigned tasks, as well as to work with a team. This is a full-time position with a competitive salary and benefits package. To apply, please email a cover letter, resume, and a short writing sample (fewer than ten pages) to: Phyllis Call at [PCall@themengesgroup.com](mailto:PCall@themengesgroup.com)