



APPLIED POLICY®

201 North Union Street, Suite 212 | Alexandria, VA 22314 | appliedpolicy.com

Health Policy Manager – Device & Diagnostics

Job Type: Full-time, Alexandria, VA

The Health Policy Manager will lead select client accounts within Applied Policy's Medicare coverage and payment practice for medical devices and diagnostics. The Manager will develop strategic and tactical responses to clients' coding, coverage, and payment challenges; lead client workstreams; and serve as a subject matter expert in Medicare payment systems. Managers will conduct research, develop original content, and review teamwork products for presentations and memoranda.

The ideal candidate brings extensive CMS or equivalent private-sector experience, with deep expertise in Medicare payment systems, coverage policy, regulatory affairs, and health policy analysis. They will apply federal healthcare policy experience to support optimal reimbursement, patient access, and improved outcomes.

RESPONSIBILITIES

- Manage a portfolio of device and diagnostic client relationships with minimal oversight, serving as a trusted advisor and subject matter expert on Medicare payment systems.
- Manage scopes of work to achieve high levels of client satisfaction.
- Help senior members of the team identify opportunities and create client development plans to maintain and expand existing relationships and identify new relationships.
- Source high-quality information to drive original work and empower team members.
- Monitor, analyze, and summarize regulations, legislation, and other federal coverage policies and proactively apply that information to our clients' specific situations.
- Collaborate with senior staff to create and execute strategic and tactical recommendations to achieve client objectives.
- Be accountable for timelines, workplans, and deliverables that align with client needs and which are client-ready when delivered.
- Mentor, manage and/or train less senior Applied Policy.

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QUALIFICATIONS

- Experience at the Centers for Medicare & Medicaid Services, preferably at the GS-12, -13 or -14 level.
- Demonstrated subject matter expertise in the Medicare payment system.
- A graduate degree in health policy, public policy, healthcare management, public health, public administration, health economics, business administration or a relevant discipline **or** a combination of a bachelor's degree and in-depth relevant work experience.
- Minimum of 8 years of relevant work experience, consulting experience a plus.
- Experience managing relationships and projects where interpersonal skills were required.
- Significant project management experience, including interacting with and presenting to senior-level executives and/or health policy leaders.
- Demonstrated ability to apply problem-solving and analytical skills to proactively anticipate how health policy changes may impact client operations, including the capability to apply knowledge beyond one's immediate functional area.
- Strong written and verbal communication, presentation, research, and analytical skills.
- Demonstrated experience as a team leader.
- Track record of working in collegial and collaborative environments, where client service and team success are prioritized over individual success.

COMPENSATION AND BENEFITS

Salary will be experience-based and competitive for the Washington, D.C., area. Applied Policy also offers performance bonuses, generous health insurance, disability coverage, 401(k) contributions, paid vacation, and meaningful work improving lives. The position is based in Old Town Alexandria, VA, with a hybrid policy. Regular in-person collaboration is expected, including two to three office days per week and additional in-office days for client and team meetings as needed.

To apply, please send your resume with a cover letter to jvoorhees@appliedpolicy.com, using "Manager D&Dx" as the subject line.

The above description is intended to outline the general nature of the job, which may include other duties as assumed or assigned; it is not intended to be all-inclusive or to limit the duties of the position.

EOE

