



POSITION DESCRIPTION: FOUNDING PRESIDENT & CHIEF EXECUTIVE OFFICER

Organization: Minnesota Business Coalition on Health (MBCH)

Location: Twin Cities, Minnesota (Virtual)

Position Type: Full-Time Executive Leadership (open to part-time/flexible for year one)

Reports To: Board of Directors/Advisory Board

Executive Overview

The [Minnesota Business Coalition on Health](#) (MBCH) brings together employers, healthcare purchasers, and industry leaders to drive high-impact change and increase value across the healthcare delivery system. Building upon a strong foundation of statewide employer collaboration and endorsed by major Minnesota purchasers, MBCH serves as the collective voice for healthcare value, affordability, and quality. MBCH is an active member coalition of the [National Alliance of Healthcare Purchaser Coalitions](#).

MBCH is seeking a visionary, entrepreneurial, and outcomes-driven leader to serve as its founding president and chief executive officer (CEO). As the inaugural executive leader, the CEO will establish the organizational infrastructure; drive membership and sponsorship growth and engagement; champion purchaser-led healthcare policy; and position MBCH as the preeminent authority on employer healthcare value in Minnesota.

Key Strategic Priorities (Year 1)

- **Establish Organizational Infrastructure:** Build core operational, financial, and governance frameworks in coordination with the founding Board of Directors and Advisory Board.
- **Drive Membership Expansion:** Recruit an initial cohort of founding employer members, healthcare industry partners, and affiliates across Minnesota.
- **Develop Sustainable Revenue Streams:** Diversify funding through membership dues, grant procurement, corporate sponsorships, and educational events.
- **Launch Flagship Initiatives:** Introduce statewide education forums and legislative policy briefs representing purchaser interests.

Core Responsibilities

Strategic Leadership and Governance

- Oversee the overall strategic direction of the coalition in alignment with the mission established by the Board of Directors and Advisory Board.
- Represent MBCH within national networks, including active engagement with the National Alliance of Healthcare Purchaser Coalitions.
- Foster collaborative relationships with regional healthcare leaders, provider networks, health plans, benefits consultants, and public health agencies.

Membership Growth and Revenue Generation

- Formulate and execute membership recruitment and retention strategies targeting self-insured employers, public sector purchasers, and affiliate industry organizations.
- Identify and secure foundation grants, corporate sponsorships, and strategic partnership funding to ensure long-term financial viability.
- Build high-value programming and collaborative purchasing opportunities that demonstrate ROI to coalition members.

Policy, Advocacy and Thought Leadership

- Monitor state and federal healthcare legislative initiatives affecting employer-sponsored health plans.
- Develop balanced, data-driven policy positions and educate state legislators, regulatory bodies, and the public on healthcare value and purchaser priorities.
- Serve as the public spokesperson and expert media voice for Minnesota employer healthcare interests.

Operations, Education and Team Leadership

- Manage the coalition's educational agenda, hosting high-impact webinars, working groups, and annual conferences.
- Recruits, hires, and mentors professional staff and external support vendors as operational funding expands.
- Maintain fiscal responsibility, managing operating budgets, audit compliance, and financial reporting.

Candidate Qualifications and Competencies

Required Qualifications

- **Experience:** 15+ years of progressive leadership experience in healthcare benefits, employer healthcare strategy, health policy, coalition management, or healthcare consulting.
- **Industry Knowledge:** Deep understanding of healthcare economics, employer-sponsored health insurance, self-funding, pharmacy benefit management (PBM), value-based care models, and legislative processes.

- **Business Development:** Proven track record in membership growth, corporate fundraising, grant acquisition, or high-level strategic sales.
- **Education:** Bachelor's degree in business administration, healthcare administration, public health, public policy, or related field (master's degree or above preferred).

Core Competencies and Skills

- **Executive Presence and Influence:** Outstanding oral, written, and board-level presentation skills with the ability to convene competing thought leaders around shared interests.
- **Entrepreneurial Drive:** Self-starter mindset capable of building systems, programs, and team structures from the ground up.
- **Relationship Management:** Demonstrated capability to network effectively with C-suite executives, HR/benefits vice presidents, and policy leaders.

Position Details and Compensation

PLEASE NOTE: *The incoming leader, along with an advisory committee, will help determine whether this is initially a full-time or part-time position. This group will also set compensation parameters, which are dependent upon creating diverse revenue streams. (Initial salary goal for a full-time leader is \$225,000-\$310,000.)*

- **Compensation:** Executive compensation package commensurate with experience plus performance-based incentive opportunities.
- **Benefits:** Comprehensive benefits package may include health coverage, retirement matching, generous paid time off (PTO), and professional development support.
- **Work Arrangement:** Minnesota-based with a flexible schedule; occasional statewide and national travel required.

Application Process

Interested candidates should submit a confidential cover letter detailing their executive background and interest in healthcare coalition leadership, along with a current resume, to:

Search Committee Chair

Minnesota Business Coalition on Health (MNBCH)

Email: jhanvik@sghcomm.com (*Executive Search Contact*)

Website: www.mbch1.org

MBCH is an Equal Opportunity Employer.