Managing Director, Market Growth & Sales

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Job Number: 2025-48752
Department: ForHealth Consulting - Market Growth & Transformation - W401429
Job Type: Full-Time
Work Location: 100% Remote
Salary Minimum: USD $250,000.00/Yr.
Salary Maximum: USD $268,000.00/Yr.

Job Summary

As a member of the ForHealth Consulting senior leadership team, the Managing Director, Market Growth and Sales, drives the organizational strategy for market growth with a focus on product development, increased sales, client acquisition and strategic partnerships. This position is charged with overseeing the full spectrum of activities in business development, sales operations and marketing, with a focus on improving market penetration, enhancing and expanding product and service lines, diversifying revenue, identifying new and emerging markets, and sourcing new clients. This position leads the organization in identifying trends in the environment and attendant opportunities to build or extend solutions and/or strategically partner with identified organizations to solve complex problems. Working across the organization and with leadership and staff, the incumbent will serve as the overall owner of product development and introduce a sales mindset to the organization, as well as products and capabilities that drive continued profitable growth.

The Managing Director, Market Growth and Sales, shapes the overall sales strategy, driving organizational growth, and representing ForHealth Consulting at the highest levels. This position will lead innovative product design, go to market strategy, and broader relationship management in order to maintain growth and client relationships. The incumbent is data-driven, strategic, and motivated, with a forward-leaning approach to business and will identify and articulate business development investment priorities to ensure proper allocation of capital, talent and operating expenditures and drive growth.

Major Responsibilities

- Develop, direct and execute the organizational market growth strategy with a critical focus on: Product analysis, refinement, and development; organizational transformation and process reengineering; product sales engagement; client growth and strategic partnerships.
- Collaborate with solution set Managing Directors to assure each business product or service has a clearly stated, and current value proposition.
- Develop, implement, and monitor clear metrics for measuring efficiency and value-add of the existing and new products for the organization and the clients.
- Identify innovation trends and business opportunities within the market, including potential strategic partnerships.
- Initiate and manage innovation projects: define scope, deliverables, success metrics. Oversee development and management of project plans; manage risks.
- Develop productive working relationships with key clients and engage stakeholder groups to improve the quantity and quality of market/competitor intelligence and to shape the development of successful campaign strategies.
- Identify, structure, negotiate and close new strategic partnerships to position products and services for growth; seeks out partnership opportunities with prospective partners that share similar vision and values.
- Identify and recommend strategic investment opportunities to the EVC and Executive Leadership Team and provide oversight of the strategic investment .
- Partner with Sales and Marketing Strategy team to develop and update standardized product materials for existing and new products for current and future clients.
- Monitors industry trends, challenges, and innovations to adapt and drive sales strategies accordingly and maintain a competitive edge; conduct regular SWOT analysis to mitigate any potential risks through industry and market changes.
- Develops long-term sales goals and revenue targets and establishes/revises key performance indicators (KPIs) to measure success.
- Develop productive working relationships with key clients and engage stakeholder groups to improve the quantity and quality of market/competitor intelligence and to shape the development of successful campaign strategies.

- Act as methodology expert and facilitator to build skills and support business units in developing new product and service initiatives; including building a sales mindset across the organization and aligning pricing and contracting strategies and processes with market growth goals
- Engage with internal and external stakeholders to enhance innovative thinking around the organization.
- Expand on the organization's long-term innovative capabilities.
- Advise management on yearly, medium-term, long-term, and future growth and transformation goals.
- Present new ideas and approaches to high-level stakeholders.
- Oversee a governance structure for market growth and organizational transformation initiatives, providing metrics to monitor progress and allows for transparency and knowledge-building across the organization.
- Oversee business and market analysis processes and deliverables to support effective strategic growth.

Required Qualifications

- Bachelors Level Degree in strategy, leadership, business, management, healthcare science or related field.
- 5-7 years of experience in an executive management position.
- 8-12 years of experience in technology, healthcare, business, marketing, or finance-related fields.
- An understanding of concepts such as RPA, AI, machine learning, and cognitive computing.
- Adaptive thinking and a strong, critical mindset.
- Strong business acumen and presentation skills.
- Highly proficient at project planning, budgeting, and oversight.
- Forward-thinking and adaptable to dynamic situations.
- A solid understanding of innovation and how it should be applied in business.
- Excellent interpersonal, leadership, and communication skills.
- Strategic and highly analytical with a leaning towards data-driven decision making and execution

Preferred Qualifications

Masters Level Degree in strategy, leadership, business, management, healthcare science or related field.

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Posting Disclaimer:
This job posting outlines the primary responsibilities and qualifications for the role but is not intended to be an exhaustive list. Duties and expectations may evolve in response to the needs of the department and the broader institution.

In alignment with our commitment to pay transparency, the base salary range for this position is listed above (exclusive of benefits and retirement). At UMass Chan Medical School, final base salary offers are determined based on a combination of factors, including your skills, education, and relevant experience. We also consider internal equity to ensure fair and consistent compensation across our teams.

Please note that the range provided reflects the full base salary range for this position. Offers are typically made within the midrange to allow for future growth and development within the role.

In addition to base pay, UMass Chan offers a comprehensive Total Rewards package, which includes paid time off, medical, dental, and vision coverage, and participation in a 401(a)-retirement plan, with the option to contribute to a voluntary 403(b) plan.

UMass Chan welcomes all qualified applicants and complies with all state and federal anti-discrimination laws.
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