**Vice President, Strategic Business Development – U.S. Payer Markets**

Location: Remote (U.S.) | Travel required

We are conducting a confidential search for a Vice President of Strategic Business Development to expand payer market sales across the U.S. healthcare ecosystem. This role is focused on building executive relationships, driving new business, and positioning advanced analytics, digital solutions, and payer services as strategic growth enablers.

The ideal candidate brings deep experience selling into payer organizations, a strong network of C-suite contacts, and a proven track record of closing multi-million-dollar solutions.

**Key Responsibilities**

* Drive new revenue by targeting payer clients (health plans, PBMs, and related organizations).
* Originate and close strategic deals at the C-level and VP level, focusing on payment integrity, member care, risk management, and digital transformation.
* Lead client discovery sessions and position solutions that deliver measurable business value.
* Develop and execute targeted sales strategies and account plans, collaborating with internal client executives, delivery leaders, and solution architects.
* Manage the end-to-end sales cycle, including proposals, presentations, and contract negotiations.
* Provide accurate forecasting, pipeline management, and market feedback to inform strategy and capabilities.
* Represent the company at industry events, trade shows, and conferences to strengthen brand presence.

**Qualifications**

* 10+ years of sales and business development experience in healthcare, with a focus on payer solutions and services.
* Proven ability to win and grow complex, multimillion-dollar accounts.
* Strong executive presence with the ability to engage confidently at the C-suite level.
* Deep understanding of payer pain points: payment integrity, care quality, risk adjustment, revenue optimization, and cost reduction.
* Bachelor’s degree required; advanced degree preferred.

**Why This Role?**

This is a high-visibility leadership opportunity to:

* Shape payer transformation strategies at the national level.
* Leverage one of the most comprehensive healthcare datasets in the U.S. (260M+ lives).
* Position innovative, technology-enabled services that directly impact cost, quality, and outcomes.
* Join a growth-oriented organization with the scale and resources to support enterprise clients.

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