



Chief Revenue and Operating Officer

*Office of the EVP/CEO
Exempt*

We seek a Chief Revenue and Operating Officer to ensure operational excellence, drive sustainable growth, and maintain organizational resilience. This executive will serve as a key strategic partner to the EVP/CEO, providing comprehensive leadership for all operational aspects while ensuring strong financial performance and strategic leadership.

Reporting Structure:

The Chief Revenue and Operating Officer reports to the EVP/CEO

Qualifications

Bachelors' Degree and Master's Degree required (e.g. MBA, MHA) with 7+ years of revenue/financial management experience in healthcare settings as well as experience in operational excellence (within or outside of healthcare). Knowledge and understanding of the business of medicine, strategy of business, and ability for operations to drive revenue and excellence are highly desirable. Must be able to coordinate business units to drive results and expand upon and open new revenue streams. Strong demonstrated leadership of teams consisting of various skillsets, levels, and competencies. Prior project management expertise required. Must have excellent writing, communication and interpersonal skills. Ability to set a strategic vision in concert with EVP/CEO and strong execution capabilities. Experience with digital transformation and modern business techniques (root cause analysis, agile development, implementation strategies, etc.) and technologies highly desirable.

Key Responsibilities

- Responsible for the day-to-day business operations with a primary focus on aligning functions to maximize revenue growth and optimize operational efficiency across the organization.
- Collaborates closely with the EVP/CEO to increase revenue growth through existing business units and identifying new profitable segments.
- Strategic thought partner for EVP/CEO, Board of Directors, Executive Leadership Team tasked with building upon and creating strategic partnerships which drive innovation.

Specific Duties

- Responsible and accountable for day-to-day operations of the Academy. Implement and maintain operational policies and procedures. Oversee facilities management. Negotiate and oversee major contracts and partnerships.
- Partner with the EVP/CEO to develop and implement strategic initiatives. Drive operational strategies that enhance member value. Establish new and grow existing strategic partnerships.
- Develop business plans with each business unit for internal and external growth and revenue opportunities. Develop and execute comprehensive business plans for each revenue stream. Identify and evaluate new revenue opportunities. Implement business plans to grow revenue.

Please submit your resume, cover letter and salary, expectations through one of the following options:

- **Email:** Attach a Word document or copy and paste your cover letter and resume and send to employment@entnet.org.
- **Mail:** AAO-HNSF, 1650 Diagonal Road, VA 22314-2857 Attention: Human Resources
- **Fax:** 1-703-683-5100



- Identify and implement operational efficiencies. Ensure efficient resource allocation across the organization. Foster effective cross-functional collaboration. Implement performance metrics and accountability systems.
- Other duties as assigned (will be significant non-specific duties under the umbrella of chief revenue and operating officer).

Please submit your resume, cover letter and salary, expectations through one of the following options:

- **Email:** Attach a Word document or copy and paste your cover letter and resume and send to employment@entnet.org.
- **Mail:** AAO-HNSF, 1650 Diagonal Road, VA 22314-2857 Attention: Human Resources
- **Fax:** 1-703-683-5100