

Position: Venture Development Manager

Location: Greensboro, NC

Will work to accelerate the commercialization of new, innovative solutions that are being developed by Cone Health Innovation Partners. This will involve working closely with Cone Health senior management and the leadership of the Innovation Partners (startups) to develop and implement a plan to maximize the growth and upside potential for the Innovation Partner, both within Cone Health and to other health systems.

The ideal candidate will be a high-energy self-starter who is passionate about new technologies and solutions that can transform healthcare as we know it. Candidates will need business development background, ideally in an entrepreneurial setting, a desire to learn and the ability to interact easily with both entrepreneurs and Cone Health senior management.

Specific duties will include:

- Creating and managing realistic development plans for the co-development of innovative solutions
- Managing the online marketing and communications needs for the organizations
- Developing marketing plans for the co-developed innovative solutions. Attending relevant industry conferences and other networking events
- Identifying and resolving issues that arise with Innovation Partners
- Coaching both Cone Health employees and key Innovation Partner employees on strategies to increase the effectiveness of the relationship and accelerate development of innovative solutions
- Assisting the Venture Director, as required

Desired Experience/Qualifications/Skills:

- 4+ years of professional experience in a business development or related area
- B.S or B.A degree
- Experience with financial modelling
- Good listening skills and ability to identify and resolve issues
- Strong attention to detail