

POSITION: Venture Director

Will work closely with both the Innovation and Clinical Teams at Cone Health to locate potential Innovation Partners (startups) to address Cone's innovation needs, negotiate win-win Innovation Partnerships with the selected companies, then accelerate the commercialization of the new, innovative solutions that address those needs. This person will also work 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 with other health systems.

The ideal candidate will be an experienced entrepreneur who is passionate about new technologies and solutions that can transform healthcare as we know it. Candidates will need an analytical mind, a desire to learn and the ability to interact easily with colleagues and Cone Health senior management.

Specific duties will include:

- Utilizing the Prinnovo process™ to identify, filter and select the most promising potential innovation partners
- Working with Prinnovo senior management to structure win-win deals with the selected companies
- Creating and managing realistic development plans for the co-development of innovative solutions
- Meeting with senior leaders throughout Cone Health to identify and nurture potential referral sources
- Developing marketing plans for the co-developed innovative solutions Attending relevant industry conferences and other networking events
- Calling on senior management and innovation leaders at other health systems to increase interest in and awareness of the solutions being co-developed
- Identifying and resolving issues that arise from either party engaged in the Innovation Partnership
- Educating Cone Health employees on the potential value to be derived from Innovation Partnerships and serving as an internal entrepreneurial resource to evaluate potential innovation opportunities
- Facilitating dispute resolution discussions
- 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 in the hiring, training and development of junior CHV personnel

Desired Experience/Qualifications/Skills

4+ years of leadership position in a startup

Experience raising capital

B.S or B.A degree

Experience with financial modelling

Good listening skills and ability to identify and resolve issues

Strong attention to detail

