



Government Market Analyst HealthPlan Data Solutions

HealthPlan Data Solutions (HDS) was established in 2010 by pharmacists, business executives, and software development professionals who saw the need for a more objective, fact-based approach to managing pharmacy benefit costs. Today, we provide our clients with a partner who will protect their interests and leverage data to advocate for them, ensuring all participants in the pharmacy benefit distribution channel perform to their expectations. We have already made a difference for our customers and the 3.4 million people they insure. Over the last 3 years, in 5 different market segments, HDS customers have saved an average of 22% with a payback of 3 months

Working at HDS means being part of a fast-growing team that is developing a critical new business segment: pharmacy payment integrity. Our mission is to safeguard and bring transparency to the pharmacy supply chain and drive out inefficiencies that currently exist.

As Government Market Analyst, you will be responsible for market research and analysis within the public sector to support the Sales Team in the identification of new sales opportunities

What You'll Do:

- Conduct research on the specific agency our state team is targeting
- Track the follow-ups and requirements from sales meetings
- Prepare sales presentations for each meeting
- Create a report detailing the political and budgetary issues, opportunities, and roadblocks for each state and state agency in our sales pipeline

What You'll Bring:

- At least 3-4 years of experience in sales or marketing research
- 1 – 2 years of experience working for or with government agencies
- Strong research and analysis skills
- Accomplished business writing skills
- Bachelor's degree
- Ability to multi-task creatively and be flexible when needed
- Drive and initiative
- Eagerness and effectiveness energized by working in focused, intense situations
- Strong technical inclination
- Highly developed organizational and prioritization skills
- Enthusiasm to work as part of a unified team
- Ability to travel as required (estimated 20%)

What's In It For You:

- Join the first Pharmacy Payment Integrity firm already making a difference in the industry!
- Open honest culture
- Great work environment and flexible schedule
- A culture that values the insights and ideas of all employees
- Attractive compensation package
- Competitive medical and PTO benefits
- The opportunity to grow your skills and income with a high growth company.

If interested in this position, please send a resume to Doug Bruce at doug.bruce@hds-rx.com.