

REVENUE CYCLE MANAGEMENT CONSULTANT / SERVICE LINE LEAD

The Rybar Group, Inc., a growing healthcare consulting firm, continually adds capabilities in order to serve our clients more effectively. We are currently recruiting for a Revenue Cycle Services Consultant and/or Service Line Lead. This individual will have a Bachelor or advanced degree in Business, Finance, Healthcare Administration or professional certifications.

You would be responsible for providing knowledge and strategic guidance on the healthcare revenue cycle, with the ability to work with hospitals, physician and other healthcare providers, as well as attorneys and other professionals.

Essential Functions:

- Primary responsibility for the development and maintenance of RGI's Revenue Cycle Management Service Line. Includes maintaining a high level of technical knowledge as to the current and future state of the service area, understanding the needs of clients and promoting yourself and RGI as a thought leader. Activities include, but are not limited to outreach to clients and prospects to promote services and to secure engagements, networking at various industry association meetings and events, and development of material to be used to promote RGI's Revenue Cycle services, Identification of opportunities and work to have RGI be seen as the go-to firm related to Revenue Cycle services.
- Serve as a lead in the overall business development and promotion of RGI's Revenue Cycle Management services. This includes serving as the technical expert in the area, determining the needs of the industry based on current and future regulations and best practices, and identifying additional engagement opportunities from past and current review work. Develop a Marketing Plan of activities and serve as the project lead to ensure completion of activities, marketing services to current and prospective clients utilizing internal and external resources. Provide overall knowledge of the Service Line and provide advertising, article and engagement letter content to support requested/needed activities.
- Assist in driving business for the Revenue Cycle Services projects. This includes client relationship management, identification of client needs, development of and sales of services to clients.
- Deliver exceptional value and client results on projects. Utilize RGI resources to provide high levels of value to clients and to identify opportunities for client financial revenue performance improvement
- Capability to research technical issues and converts these and other industry changes to valuable client services.
- Work with referral sources, clients and prospects (to include Facility and Professional Providers, BDO and BDO Alliance members, Attorneys and other professionals) on related projects and /or to provide guidance on Revenue Cycle related matters.
- Develop relationships with clients and prospective clients to generate billable projects. Consult with clients/prospective clients to ascertain and define needs or problem areas, and determine the scope of investigation required to obtain a solution.



- Provide working knowledge of hospital/physician patient billing and payment, patient registration, managed care contractual terms, health insurance practices, cash management requirements, financial reporting technology, claim scrubbers, EDI (4010/5010 related to 837, 835 and other transactions) and industry standards for healthcare revenue resolution.
- Develop and maintain skills and knowledge relating to assigned specialty areas and the related services. Keep current on all department/service related information from journals and bulletins. Distribute and pass on all necessary materials, including copying for reference files when relevant. Use information to identify future client and RGI opportunities.
- Develop and maintain a high level of expertise in performing of and meeting engagement objectives.
- Be available to answer client technical questions and telephone calls, researching issues as needed.
- Work with other departments and Service Lines within RGI, providing the necessary support of their engagements, working to ensure all client needs are met and assisting in the development of new opportunities for RGI.
- Carry out the activities defined in the Service Line Leadership Success document, utilizing this as a tool to help promote success.
- Maintain service line profitability consistent with budget and bonus program (if applicable).
- Show expertise and understand provider issues by attending professional association meetings and networking. Provide educational presentations to clients, prospective clients, and associations as identified.
- Understand the scope of assigned engagements and work within the defined budget of the project while ensuring all client needs and expectations are met in a timely and professional manner.
- Maintain a minimum billability rate of 65%.

Minimum Qualifications:

- Ability to research and resolve issues related to best practices and efficient and correct payment.
- Strong data analytical capability, independent thinker and good decision making skills
- Prior PFS experience including patient billing. Hospital Billing Management experience desired.
- Proven team player able to work in a fast-paced environment
- Excellent project management, organizational and interpersonal skills, ability to prioritize workload
- Ability to work with senior executives and business partners
- Excellent written and verbal communications and presentation skills
- Exemplary client satisfaction skills
- Ability to process industry information to develop value-added client service
- Strong computer and technology knowledge and skills

For confidential consideration, qualified candidates should submit their resume with cover letter to hr@theybargroup.com
