

## Venture Chair

### Description

Redesign Health is a proud Equal Opportunity Employer â?? we recruit, train, compensate and promote our team members based on qualifications. We know how important it is not only to include, but to actively seek out a diversity of opinions and voices. We want to hear from you regardless of your race, religion, national origin, sex, gender identity, sexual orientation, disability, age, veteran status, or any other applicable legally protected characteristics. About Redesign Redesign Health is a healthcare innovation platform. We bring together entrepreneurs, industry experts, and investors to launch companies that transform the healthcare system and empower people to live their healthiest lives. Our companies include Calibrate, Lively, Vault Health and Jasper. Weâ??re capitalized with permanent capital from world-class institutional investors and entrepreneurs. At Redesign Health, weâ??ve unlocked healthcare innovation at scale, and a key aspect of progress toward our mission of redesigning health for everyone is understanding the impact the companies we create have on the healthcare industry and the people who use it. That means that as an organization weâ??re focused on specific areas of impact within healthcare. Those are: increasing access to care, increasing the quality of care provided, removing cost from the healthcare system and improving healthcare equity. These four pillars shape everything we do, and every company idea that receives funding at Redesign Health must demonstrate that it has the potential to improve one or more of the above criteria without negatively impacting any of the others. Sounder Benefits was created with the aim to remove cost from the healthcare system. SMBs and employees are facing a fully-insured health insurance crisis. In response to rising healthcare costs, SMBs are participating in more cost-sharing with employees increasing their cost and impacting access to care. Sounder Benefits is an innovative data-driven solution for SMBs to move to self-funded options and realize significant savings. We very much believe this commitment to improving cost of healthcare is critical to the long-term success of the company. About The Job About Redesign Redesign Health is a healthcare innovation platform. We bring together entrepreneurs, industry experts, and investors to launch companies that transform the healthcare system and empower people to live their healthiest lives. Our companies include Calibrate, Lively, Vault Health and Jasper. Weâ??re capitalized with permanent capital from world-class institutional investors and entrepreneurs. At Redesign Health, weâ??ve unlocked healthcare innovation at scale, and a key aspect of progress toward our mission of redesigning health for everyone is understanding the impact the companies we create have on the healthcare industry and the people who use it. That means that, as an organization, weâ??re focused on specific areas of impact within healthcare. Those are: increasing access to care, increasing the quality of care provided, removing cost from the healthcare system and improving healthcare equity. These four pillars shape everything we do, and every company idea that receives funding at Redesign Health must demonstrate that it has the potential to improve one or more of the above criteria without negatively impacting any of the others. Sumo was created with the aim to remove cost from the healthcare system. SMBs and employees are facing a fully-insured health insurance crisis. In response to rising healthcare costs, SMBs are participating in more cost-sharing with employees increasing their cost and impacting access to care. Sumo is an innovative data-driven solution for SMBs to move to self-funded options and realize significant savings. We very much believe this commitment to improving cost of healthcare is critical to the long-term success of the company. About The Opportunity As Venture Chair of Sounder Benefits, you will support the CEO and Redesign on the mission to launch a new business focused on building an innovative tech and services platform that is deliberately designed to help small and medium sized

### Hiring organization

Stealth Ventures at Redesign Health (CEO)

### Job Location

New York City, New York, United States

### Base Salary

\$ 60000 - \$ 95000

### Date posted

April 30, 2024

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businesses easily transition to self-funding, driving cost savings and more tailored employee benefits. Small to medium size businesses (SMBs) are facing a rising healthcare cost crisis driven by a system of carriers and brokers that is incentivized to keep SMBs in expensive and generic fully-insured (FI) plan options (increasing 10%+ YoY). Where Fortune 500 companies have access to negotiating power, emerging technology, and high-quality / expensive benefits consultants, SMBs are ill-equipped to fight-back today. This is causing SMBs, now more than ever, to explore alternative benefits options to FI, evidenced in part by the massive spike in level-funded plan adoption over the last 12-24 months. Sounder Benefits plans to upend this cycle and give power back to SMBs by placing them on a path to self-funding. Our differentiated tech and services platform provides purpose built services to our SMB clients: (i) benefits consulting, (ii) data and analytics / AI capabilities, and (iii) additional benefits products (e.g., launching a group captive that helps SMBs pool risk and negotiate better contracts under our tech and services platform). Our offering is significantly differentiated from traditional brokers with better incentives, more innovative tech, and new product offerings overtime, ultimately driving more savings for SMBs (potentially as much as 20%+ YoY). What youâ??ll do: Mentor and coach the CEO with a focus on commercialization and product strategy, fundraising preparation and execution, and / or operational design and execution. Introduce CEOs to prospective partners, investors, customers, vendors etc. by leveraging their own professional networks. If company is pre-CEO: Actively participate in all aspects of CEO hiring; including advising on target profiles, providing referrals, and serving as an interview panelist in close partnership with Redesign Healthâ??s CEO Talent team. Provide talent referrals and participate in interviewing prospective founding team candidates. Vote on material business decisions reserved for the Board (e.g., stock option grants, debt incurrence, equity financing, M&A). Collaborate with other board members and the CEO during Board meetings to discuss key strategic decisions (e.g., M&A, strategic pivots, GTM approach, pricing design). Participate in KPI reviews to ensure the company is on track to achieving milestones. Review business development activities and sales pipeline/pitches. While also providing oversight and tactical insights throughout the sales journey and process. Partner with Redesign Health to ensure alignment with strategy and direction of the company. Act as a steward of the Redesign Health business model with a clear understanding of the value proposition. Complete all required Redesign Health disclosure documents and training for OpCo Directors. Collaborate with RH Director and RH's CEO Talent Team to provide relevant input on CEO performance, ensuring effective leadership alignment and company growth objectives. Represent the OpCo in relevant industry events and forums, enhancing visibility and reputation in the healthcare community. Time commitment: The dedicated time commitment will vary weekly depending on the stage of the companyâ??s lifecycle. The average hourly expectation is two hours per week. In addition, the Venture Chair will be expected to attend quarterly official Board meetings in addition to regular monthly Board check-ins. What youâ??ll need: Significant experience holding executive leadership positions (e.g. CEO, President, Chief Commercial Officer, General Manager) at an organization relevant to the Operating Company. Deep knowledge and understanding of the OpCoâ??s target market and customers. Demonstrated success with go-to-market / commercialization, fundraising, and driving businesses to successful exits. A track record of advising for and / or investing in successful early-stage healthcare organizations. Prior Board experience is strongly preferred. A robust BD network that is relevant to the OpCo, with an ability to unlock market and / or partnership opportunities. Strong relationships with investors and the ability to help with external fundraising efforts. Clear, direct and effective communication style with prior experience coaching and mentoring executives. Highly reliable and accountable, with the ability to participate in regular Board meetings and be available on an ad-hoc basis as necessary (in accordance with appropriate time commitment expectations). Please mention the word **\*\*RECONCILE\*\*** and tag

RMjYwMDoxOTAwOjlwMDA6OTM6OjE6ZDAw when applying to show you read the job post completely (#RMjYwMDoxOTAwOjlwMDA6OTM6OjE6ZDAw). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

Job listing via [RemoteOK.com](https://www.RemoteOK.com)