



PAYER STRATEGY MANAGER

MB2 Dental (Remote - USA)

OVERVIEW

Payer Strategy Manager interacts with Dental Payers to negotiate, manage and maintain agreements that comprise the best terms and compensation for MB2 Dental (MB2) affiliated offices. Primary responsibilities include growing dental plan revenue and Member flow, serving as a key liaison between MB2 offices and insurance carriers, supporting the office staff, Credentialing and Central Business Office (RCO) with strategic advice, education and maintenance of Payer relationships.

RESPONSIBILITIES

- Optimize Plan revenue by negotiating carrier contracts and compensation, pursue member assignments (DHMO), prospect and present new Plans to offices.
- Conduct Payer Portfolio Reviews for individual offices upon request. Collaborate with offices to create a Payer strategy for underperforming Practices.
- Serve as MB2 single point of contact for assigned national Payers, and as key liaison between MB2 offices and regional carriers to resolve daily issues that arise.
- Serve as subject matter expert/information resource on assigned Payers for MB2 internal audiences.
- Work closely with Payers to ensure offices correctly understand Payer guidelines, contractual terms, and claims processes, as well as monitor legislation that impacts Payer products and reimbursement.
- Manage all assigned Payer relationships including, but not limited to, regularly scheduled reviews to discuss opportunities, obstacles and reimbursement.
- Coordinate office training on how to optimize PPO and DHMO plan participation.

QUALIFICATIONS

- Bachelor's degree desired.
- Dental industry experience strongly preferred.

- Two to five years of dental office, DSO and/or dental plan experience desired.
- Interpersonal Skills: able to develop productive business relationships inside/outside the company.
- Prospecting: able to identify viable business opportunities through data collection and analysis.
- Able to gather and analyze information skillfully.
- Able to think strategically and communicate recommendations to senior management.
- Able to project revenue streams, conduct post-launch profitability analysis, and draw conclusions with recommendations.

To learn more about this position, please send your resume to Candace VanCamp at cvancamp@mb2dental.com

About MB2 Dental

MB2 Dental is a first-of-its-kind Dental Partnership Organization (DPO) founded and led by dentist and entrepreneur CEO Dr. Chris Steven Villanueva, with a mission to empower dentists to preserve their profession. Since its founding in 2007, MB2 has partnered with hundreds of dentists and specialists to help them stay in the driver's seat as they maximize their talents, connect as part of a community and build their practice. MB2 currently partners with over 500 offices across 38 states. For more information, visit <https://mb2dental.com>.