

CHIEF OPERATING OFFICER

Sequoia Health Plan, Inc.

Visalia, California

Westwood & Wilshire has been retained to conduct a search for the **Chief Operating Officer, Sequoia Health Plan**. SHP is based in **Visalia, California**, a city of 135,000 located adjacent to the Sierra Nevada mountains, 45 minutes from Fresno and a three-hour drive to both LA and San Francisco.

The COO, SHP serves as the lead executive within SHP. This position is an opportunity for a skilled leader and strong operator to oversee a market-leading, high quality health plan that plays a critical role in the success of a regional IDN that strives to be the region's health system of choice. SHP's IDN partners include Kaweah Delta (includes a 581-bed tertiary teaching hospital) and Sierra View hospital districts, Key Medical Group (with over 135 primary care and 300 specialty providers) and the Foundation for Medical Care of Tulare and Kings Counties.

ORGANIZATION:

Founded in 2016, Sequoia Health Plan, Inc. (SHP) is a restricted Knox-Keene licensed health plan that provides capitated Medicare Advantage (MA) and D-SNP health plan products in Tulare and Kings counties (pop. 630,000) through an exclusive plan-to-plan relationship with Humana. SHP has consistently expanded its membership and is the market leader with over 11k members and >60% market share. SHP is primed for continued growth in MA and is evaluating expansion into MediCal.

POSITION:

Reporting to the CEO of the Foundation for Medical Care of Tulare and Kings counties, the COO is the lead executive within SHP. The COO has oversight and responsibility for a scope of functions including claims, compliance, member services, process improvement, self-insured, and information technology.

QUALIFICATIONS:

Sequoia Health Plan is seeking a collaborative leader and strong operator with at least 5-7 years leadership experience in one or more types of healthcare organizations (health plan, ACO, MSO, TPA, IDN, IPA), including Medicare Advantage experience. Other requirements and preferences include:

- Strategic growth/results orientation with the ability to interface successfully with multiple stakeholders
- Excellent communication and relationship building skills
- Strong team and people development skills
- Ability to be "hands on" with the proven ability to execute and improve operations
- BA/BS degree required. Master's degree preferred, as is experience with California's regulatory environment and working with CMS/DMHC.
- Experience working with MediCal/Medicaid is a plus.

Confidential applications, inquires, and nominations may be directed to SHP's search consultants, Ryan Hubbs and Kari Donovan, via email at: SeqHP-COO@westwoodwilshire.com. A full position specification is available upon request.

Sequoia Health Plan is an Equal Opportunity Employer.