Firm/Company Name Pepper Hamilton LLP

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Job Title [Position]:	Director/Manager of Business D	**Job Category:**	Health Care
Department/Group:	Health Care Transaction Practic	**Posted By:**	Tiffany Dales -Thompson
Location:	Philadelphia, PA	**Travel Required:**	No
Level/Salary Range:	Executive	**Position Type:**	[i.e.: full-time, part-time, etc.] Full-Time
HR Contact:	Tiffany Dales -Thompson	**Date posted:**	10/4/18
Reports to:	HR Recruiting Specialist	**Posting Expires:**	[i.e., 30-days] 180 days

Applications Accepted By:

Fax or E-mail: resumes@pepperlaw.com **Attention:** Human Resources	**Mail:**

Job Description

Brief Summary:

Pepper Hamilton LLP helps health care clients overcome challenges and meet their business goals in a highly regulated and expanding industry. The firm's Health Care Transactions Practice brings the value of significant regulatory expertise (including fraud and abuse, Stark, licensing and reimbursement) together with corporate M&A services.

The structures of health care transactions are driven by health care regulation — predominantly the federal Anti-Kickback Statute — which often carries with it significant risk if a deal is not structured

Duties:

Principal responsibilities will include:
• Independently identifying and making the initial contact with health care providers and suppliers throughout the supply chain who have interest in, or are positioned to benefit from, a strategic transaction (e.g., a sale, merger, acquisition, partnership or other complex arrangement)
• Making initial contact with suppliers and providers to qualify the opportunity, understand their needs, develop and discover discussion opportunities, set up meetings with the right Pepper partners to address those needs, manage the "sales" process that such meetings create, and orchestrate the process that leads to new client engagements

Skills/qualifications:

Qualifications
• At least 7 years' experience in health care industry sales, with strong interest in the industry and relationships in the space; health care investment banking sales or private equity sales experience is a

[NOTE: Attach separate sheet(s) as necessary with the complete job description]