
Service Provider Support & Relations Consultant

What we are looking for	Dynamic, energetic service provider relations consultant who thrives in a fast paced, rewarding environment.
Basic Requirements	Degree in Insurance and Risk and/or Marketing; or related field with at least 3 years' experience in healthcare claims and membership management
What the role entails	The successful candidate shall support the business creation and client experience teams by growing and maintaining a robust service provider network, as well as sharing deep knowledge of tariffs, service providers, best practice, and market trends in service provision.
What you can expect from your first year at TGI	<p>Daily interaction with our service providers in Zimbabwe, regionally, and internationally</p> <p>Opportunity for recognised qualifications and further study in the Healthcare Industry</p> <p>Professional office environment and proficiency in office applications and software</p> <p>Massive growth potential in a fast-growing company and industry</p> <p>Young, dynamic, and innovative co-workers</p> <p>Great rewards and recognition</p>
What will make you exceptional	<p>Proven track record in negotiations with Healthcare Service Providers</p> <p>Ability to negotiate tariffs to optimise profitability for clients</p> <p>Build relationships with existing healthcare service providers</p> <p>Drafting accurate feasibilities of service provider MOUs</p> <p>You can build and strengthen mutually beneficial partnerships with others</p> <p>You are reliable and complete your work in accordance with deadlines</p> <p>You focus on consistently delivering high-quality work by being meticulous and continually checking the detail of your work</p> <p>You follow policies and procedures to manage and mitigate risk</p> <p>You work smart by planning and prioritising your tasks effectively</p>
Additional Requirements	<p>Demonstrable experience building and maintaining constructive service provider relationships and networking skills.</p> <p>Proven healthcare management systems literacy</p> <p>Proven computer literacy – high level proficiency in the MS Office Suite.</p> <p>Strong interpersonal and communications skills necessary to build trust and respect both externally and internally.</p> <p>High-quality service ethic and committed to client service excellence.</p> <p>Strong 'can do' attitude with an innate ambition to take initiative and work by yourself as well as in a team.</p> <p>Flexibility and team focused approach with a 'roll up your sleeves' attitude to getting the job done; and</p> <p>A great sense of humour and fun!</p>
What you will be doing	<ul style="list-style-type: none"> ▪ Ensure service provider's needs and expectations are met by the business ▪ Maintain knowledge and awareness of tariffs in order to determine how best to add to the profitability of the business

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- Manage business needs and requests through appropriate negotiation cycle and techniques with service providers, in order to achieve global business objectives
 - Work closely with the client experience and business creation in an effort to meet client performance objectives as well as the client's expectations through complimentary cross-functional efforts
 - Navigate all aspects of tariffs, understanding how tariffs affect our business performance and develop pricing tactics in day-to-day activities
 - Managing any issues that may arise with service providers
 - Get a deep understanding of the market dynamics – tariffs, and exchange rates, - by collecting & analyzing internal / external information, data and trends, using digital tools when relevant;

Resume submission protocol	Send cover letter, CV, pdf scanned copies of educational qualifications to tgi.talentpot@gmail.com
Closing Date	9 th August 2022

Evolutionary Innovation.

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