



TPAC is looking for a **Strategic Partnerships Manager** to join our growing organization at our offices in Blaine, MN. This full-time position will play a pivotal role in helping to identify and build partnerships and strategies that aid in improving lives as TPAC works to change healthcare.

### **Scope of Position**

- Presenting a positive image of TPAC to the marketplace
- Achieving a detailed understanding of all TPAC products, services and solutions
- Differentiating our product strategies from that of competitors
- Identifying, understanding and responding to wider market trends in healthcare and health insurance
- Balancing growth and profitability to achieve maximum short-term and long-term market objectives

### **Functions**

- Coordination and management of prospective partners
- Fact-finding and research of prospective partners and vendors
- Education and training across TPAC's product lines
- Initial underwriting of new partnership production
- Representation of TPAC at industry conferences and events
- Occasional travel

### **Ideal Qualifications**

- Excellent written and oral communication skills
- Ability to manage and operate in a fast-paced, multi-functional environment
- Prior ESL underwriting and/or sales experience
- Intermediate Microsoft Office Suite skills
- Degree in Business or related field

### **About TPAC**

TPAC is a Managing General Underwriting firm located in Minneapolis, Minnesota. TPAC's mission is to change the way healthcare is financed, disclosed and delivered. We need people who value **honesty** and transparency; people who take **ownership** and responsibility of whatever they are doing. We seek individuals who value all people and interact with **humility** and **respect**; people who like to dig deep into issues, who are **curious** and who understand life is about more than work. If you believe in TPAC's mission and share our Core Values, then we would like to talk about how we can make a positive impact together.