UNIVERSITY OF SOUTHERN CALIFORNIA
Senior Clinical Administrative Director III, KSOM
Job Code: 111101

Grade: 00
OT Eligible: No
Comp Approval: 11/27/2013

JOB SUMMARY:
Directs and oversees clinical, administrative, financial, and research operations for a Keck School of Medicine (KSOM) clinical department through subordinate managers, supervisors and professional staff. Provides administrative leadership, guidance and oversight of all administrative and operational functions including finance, business strategy and planning, program development, human resource management, compliance, research administration, and facilities. Collaborates with the department Chair on strategic planning initiatives, quality assurance, and staff development. Develops, recommends, and implements operating policies and procedures for the effective and optimal functioning for the department as a whole. This is the top administrative position of a KSOM clinical department with a total expense budget between $40-$100 million and over 300 faculty and staff.

JOB ACCOUNTABILITIES:

*E/M/NA % TIME

_____ _____ Directs the development and implementation of the clinical department’s business strategy and market positioning in collaboration with the Keck Medical Center of USC and KSOM’s strategic plan. Performs on-going analysis of development of proposals of realistic business strategy for department. Develops and implements new programs and processes to enhance clinical operations and generate revenue through savings or income production. Reviews and approves all proposals submitted.

_____ _____ Directs the overall finances of the department across all funding groups, dean’s allocations, research, county, clinical, outside contracts and hospital funding. Directs the funds flow in and out of the departments and provides oversight of all department expenditures. Establishes annual revenue goals for department. Develops annual budget with strategic plan highlighting a method for estimating revenue, revenue growth projections, and expense projections. Has signature authority for departmental accounts on all financial and payroll transactions. Makes major budgetary and resource allocation decisions. Analyzes financial data for trends and develops forecasts. Advises faculty and/or staff regarding budget preparation. Apprises Chair of the financial status of the department. Responsible for determining that the department has strong internal controls in areas such as maintaining and reviewing receipts, procurement, disbursements and payroll.

_____ _____ Oversees the department’s clinical activities. Develops and monitors annual revenue goals for the department and monitors revenue cycle performance. Manages all faculty schedules to ensure that they are meeting their assigned clinical FTE and are aligned with AAMC benchmarks. Maintains a strong working relationship with the USC Care and the Hospital to actively manage utilization of the clinics and the operating rooms.
Directs activities aimed at improving relationships with local physicians and retains and grows physician volume. Monitors inpatient with outpatient physician volume metrics on a monthly basis in conjunction with the hospital CEO, Medical Group CEO and the hospital administrative team. Discusses volume variances with physicians; establishes physician recruitment priorities based on alignment with the medical center's strategic plan. Develops processes for successful physician recruitment and/or employment. Provides insight to cultivate and develop referral relationships with other facilities, including nursing homes.

Has responsibility for Medical School Operating Agreement (MSOA) stewardship including ensuring maintenance of daily accurate AmlOn schedules for all services provided to LAC/USC. Provides oversight of twice annual Provider Time Study (PTS). Ensures departmental MSOA funds are used appropriately and department is compliant with all performance requirements (i.e., resident supervision, medical record completion, etc.). Informs Dean’s Office of any departmental issues related to the MSOA.

Directly or indirectly manages all staff assigned to the department, usually through subordinate managers or supervisors. Determines organizational structure, reporting relationships and short and long-range staffing needs based on department goals. Reviews and recommends hiring and salary actions to the Keck School of Medicine to ensure compliance with policy. Oversees performance appraisal process for staff and remains informed of any disciplinary actions required.

Provides general administrative oversight for department's educational programs in conjunction with the Residency Director or the Vice Chair for education. Monitors all expenditures for department's educational programs.

Oversees the department’s research activities. Oversees the grant proposal submissions (both Federal and Industry) for the department including review and approval of proposed salaries and effort, appropriate application of fringe benefits and indirect cost rates. Reviews, approves, and tracks any cost sharing commitments by the department. Provides oversight and guidance on grant budget spending and provides spending projects to PIs as needed. Maintains currency with, understands and enforces university and Keck research compliance policies for research subject's use, conflict of interest disclosure, biosafety and effort certification. Coordinates activities between PIs and the USC Clinical Trials Office (CTO) for all industry awards and proposals. Ensures agency requirements, deadlines and internal schedules for tracking proposal development and responses are communicated.

Reviews and coordinates all faculty offers with the Office of Faculty Affairs. Manages on-boarding of faculty in terms of required dossier and appointment documents for academic appointment, payroll assignment of funding, demographic data, credentialing, etc. Determines organizational structures, reporting relationships and short and long-term staffing needs.

Negotiates contracts or agreement terms, reviews contracts and other legal documents. Coordinates with legal counsel concerning all legal matters. Represents Chair in legal matters, as assigned.

Develops and maintains an effective communication program within the clinical department or division. Ensures the timely reciprocal exchange of information among top management, faculty and staff. Maintains effective communication and a strong working relationship with USCare and Hospital to actively manage utilization of clinics and operating rooms.

Resolves issues and requests referred to the Chair by faculty, staff or students. Meets with concerned parties to discuss requests or complaints and determines best course of action for effective resolution.
Establishes and maintains appropriate network of professional contacts. Maintains currency through professional organizations and publications. Attends meetings, seminars and conferences; makes formal presentations.

Develops and oversees implementation of internal policies and procedures covering clinical administration, finance, safety, etc., ensuring compatibility with university policies. Consults with relevant hospital administrators and university staff to develop and implement internal policies and procedures, as needed. Interprets applicable laws, rules, regulations, policies and procedures. Ensures clinical department compliance with local, state and federal regulations.

Develops and implements security related procedures such as office opening and closing routines, recognition of duress signals and key controls. Coordinates security activities with university Public Safety Department. Promotes and maintains standards for security conscious awareness and behavior. Maintains knowledge of university's crime prevention and suppression programs and services. Ensures dissemination of security related information to staff. Performs other related duties as assigned or requested. The university reserves the right to add or change duties at any time.

*Select E (ESSENTIAL), M (MARGINAL) or NA (NON-APPLICABLE) to denote importance of each job function to position.

**EMERGENCY RESPONSE/RECOVERY:**

Essential: □ No
□ Yes In the event of an emergency, the employee holding this position is required to "report to duty" in accordance with the university’s Emergency Operations Plan and/or the employee’s department’s emergency response and/or recovery plans. Familiarity with those plans and regular training to implement those plans is required. During or immediately following an emergency, the employee will be notified to assist in the emergency response efforts, and mobilize other staff members if needed.

**JOB QUALIFICATIONS:**

**Minimum Education:**
Master’s degree
Combined experience/education as substitute for minimum education

**Minimum Experience:**
7 years

**Minimum Field of Expertise:**
Degree in Business Administration, Accounting, or related field. Management experience in a large, multi-faceted clinical department/division for a school, corporate or hospital environment. Thorough knowledge of management principles, budgeting, finance, accounting, marketing, and applicable laws/regulations.

**Preferred Experience:**
10 years

**Skills: Other:**
Analysis
Assessment/evaluation
Budget control
Budget development
Coaching
Communication -- written and oral skills
Conceptualization and design
Conflict resolution
Consulting
Counseling
Development/fundraising
Human resource process and employment knowledge
Interpretation of policies/analyses/trends/etc.
Interviewing
Knowledge of applicable laws/policies/principles/etc.
Managerial skills
Marketing
Mediation
Negotiation
Networking
Organization
Planning
Problem identification and resolution
Project management
Public relations
Public speaking/presentations
Staff development
Statistical analysis
Teaching/training

Skills: Machine/Equipment:
Calculator
Computer network (department or school)
Computer network (university)
Computer peripheral equipment
Fax
Personal computer
Photocopier

Supervises: Level:
Manages through multiple layers of subordinate supervisors.

Supervises: Nature of Work:
Administrative
Managerial
Professional/Paraprofessional
Project Management
SIGNATURES:

Employee: ___________________________  Date: ___________________________

Supervisor: __________________________  Date: ___________________________

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified.

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