



## Delaware Health Information Network (DHIN) Chief Growth Officer Position Description Summary

DHIN (Delaware Health Information Network), is seeking an individual to join their senior leadership team in the key executive role of Chief Growth Officer. This is an exceptional opportunity with one of the leading Health Information Exchanges in the country that, since 2007, has provided data at the point of care in order to enable providers to deliver high-quality, cost-efficient care.

The Chief Growth Officer (CGO) is a senior executive role designed to support DHIN's progress in the next phase of its strategy—moving beyond data exchange to become Delaware's premier statewide health intelligence network and preferred health data partner. The CGO will work collaboratively with the CEO, Executive Leadership, and DHIN team members to expand DHIN's presence, strengthen its role as a convener and partner, and help ensure that DHIN's capabilities are applied in ways that improve quality, cost, and outcomes for the populations it serves.

The CGO must have a solid understanding of healthcare dynamics, including clinical, operational, and financial considerations. They must understand healthcare data and its application to quality, population health, and performance improvement. They should be familiar with value-based care and quality measurement. They should have a working knowledge of HIEs, APCDs, and multi-stakeholder data environments, and should have an appreciation for the policy, governance, and trust considerations inherent in a public-private model

**Core areas of focus** for the CGO are:

- **Ecosystem Leadership:** Build and deepen relationships across health systems, payers, state agencies, and partners
- **Opportunity Development:** Identify and advance high-impact initiatives aligned to DHIN's mission
- **Service & Offering Design:** Translate opportunities into repeatable, scalable services
- **Adoption & Impact:** Drive real-world use of DHIN capabilities to improve quality, cost, and outcomes
- **Collaborative Execution:** Work across executive leadership to move initiatives from concept to implementation

A candidate with knowledge and presence in Delaware is preferred. On-site presence is not required on a daily basis; however, the CGO will need to be present a minimum of one week per month and attend monthly leadership meetings in-person.

**Qualifications** - The successful candidate will possess the following experience and credentials:

- 10+ years of progressive leadership experience, including senior-level roles
- Demonstrated ability to move initiatives from concept to implementation
- Experience developing services, programs, or data-driven offerings
- Strong understanding of healthcare data, analytics, value-based care, and performance improvement
- Familiarity with HIEs, APCDs, or multi-stakeholder data environments
- Ability to develop business models and financial proformas
- Executive-level communication and relationship-building skills

Maestro Strategies is assisting DHIN in the recruitment of this position. Interested parties should send resume and cover letter to [recruiting@maestrostrategies.com](mailto:recruiting@maestrostrategies.com)