



State of New Jersey

DEPARTMENT OF BANKING AND INSURANCE

ADMINISTRATION

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MIKIE SHERRILL
Governor

SUSAN OCHS
Acting Commissioner

DR. DALE G. CALDWELL
Lt. Governor

ILA BHATNAGAR
Assistant Commissioner

The New Jersey Department of Banking & Insurance invites qualified candidates to apply for the following position:

POSTING NUMBER	2026-BIA-031	OPENING DATE	February 27, 2026	CLOSING DATE	Until Filled
TITLE & TITLE CODE IF APPLICABLE	Title: Director, NJ State Health Insurance Exchange Title Code: 55512				
UNIT & LOCATION	State Based Exchange Mary Roebling Building 20 W. State Street Trenton, New Jersey	TITLE RANGE & SALARY RANGE	X98 \$240,000		
		STARTING SALARY	\$240,000		
OPEN TO	General Public				
TITLE DESCRIPTION	The New Jersey Department of Banking and Insurance seeks an entrepreneurial leader with healthcare or health insurance expertise to serve as the Director of the New Jersey State Health Insurance Exchange, Get Covered New Jersey. The Exchange Director will oversee all elements of New Jersey's health insurance marketplace, including: day-to-day operations; technology infrastructure; consumer assistance center and engagement including marketing, enrollment support and complaint resolution; plan management; QHP certification; major vendor contracts; and managing relationships with peers and counterparts in other states and at the federal level. Reporting directly to the Commissioner, the Exchange Director leads a cross-functional team that assists in overseeing key external vendors and components of the Exchange. Given the rapidly evolving health insurance marketplace, this position requires a nimble operator with the ability to engage and drive to outcomes on policy, consumer assistance and technology matters. Under the direction of the Commissioner, the Exchange Director manages the Exchange in order to meet the Department's mission to increase the number of insured New Jerseyans by connecting them to quality, affordable health insurance through the innovative, professional, and effective operation of Get Covered New Jersey. The Exchange Director will manage a team responsible for: - Developing both short and long-term strategic planning to manage the Exchange budget, offerings and services in a highly fluid national environment - Overseeing the Exchange's operations, including personnel management and vendor management - Marketing Get Covered, NJ's offerings, through outreach initiatives and public affairs campaigns by collaborating with the Office of Public Affairs - Working with stakeholders and enrollees to help them navigate the Exchange - Building and managing external relationships essential to the success of the Exchange to include high-level officials, health care industry leaders, carriers and key vendors				

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	• Managing and negotiating contracts with outside vendors • Implementing management systems to ensure integrity and transparency, efficiency, and compliance • Ensuring compliance with applicable state and federal regulatory and legal requirements.
EXPERIENCE REQUIREMENTS	REQUIREMENTS A master's or bachelor's degree with a preferred focus in health care administration, business administration, public administration, public health, or related field A minimum of (10) ten years executive-level experience in the health insurance or health care areas, including in the industry, policy development, health care administration or similar. • Demonstrated understanding of the health care environment, including the individual health insurance market, as well as health plan regulatory and market challenges as they impact a range of stakeholders • Excellent management and interpersonal skills, including ability to align multiple stakeholders, work with different functions and skill levels, and develop personnel • Creativity in policy-making and problem-solving • Strong project management oversight, including the ability to manage competing interests and deadlines in a fast-paced and fluid environment • Excellent written communication skills and public speaking skills • Facility with technology platforms, including consumer facing IT systems, and consumer assistance/call centers is preferred • Experience managing programs of similar size and scope, including vendor management, is preferred
LICENSE REQUIREMENTS	A TRUE AND ACCURATE COPY OF A TRANSCRIPT EVIDENCING ACHIEVEMENT OF FILL IN DEGREE FROM AN ACCREDITED COLLEGE OR UNIVERSITY MUST BE INCLUDED WITH YOUR APPLICATION; IF THE TRANSCRIPT IS NOT SUBMITTED ALONG WITH YOUR APPLICATION, YOUR APPLICATION MAY NOT BE CONSIDERED. Appointees will be required to possess a driver's license valid in New Jersey only if the operation of a vehicle, rather than employee mobility, is necessary to perform the essential duties of the position.

RESIDENCY REQUIREMENTS	The "New Jersey First Act," effective September 1, 2011, contains new residency requirements for public officers and employees, unless exempted under the law. Current, new or prospective employees should be aware of the following: Effective September 1, 2011, all employees of State and local government must reside in the State of New Jersey, unless exempted under the law. If you already work for State or local government as of September 1, 2011, and you do not live in New Jersey, you are not required to move to New Jersey. However, if you begin your office, position or employment on September 1, 2011 or later, you must reside in New Jersey. If you do not reside in New Jersey, you have one year after the date you take your office, position or employment to relocate your residence to New Jersey. If you do not do so, you are subject to removal from your office, position or employment. For more information, please visit Department of Labor & Workforce Development New Jersey First Act
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GENERAL INFORMATION	<u>Medical Accommodation Requests:</u> The New Jersey Department of Banking and Insurance provides reasonable accommodations to applicants with disabilities upon request in accordance with the law. If you need a reasonable accommodation for any part of the application, interview, and/or hiring process, please contact the Department's ADA/Medical Accommodations Coordinator, Lisa Clapp, at lisa.clapp@dobi.nj.gov or (609) 940-7337, for assistance. <u>State as a Model Employer ("SAME") Applicants:</u> If you are applying for this position under the State of New Jersey's SAME Program, please note that your supporting documents (i.e. Schedule A or B Letter), must be submitted along with your Resume, by the closing date indicated above. For information on the SAME Program, please visit the New Jersey Civil Service Commission's ("CSC") website at: Civil Service Commission Overview (https://nj.gov/csc/same/overview/index.shtml), and for any questions regarding the SAME program, please contact CSC by email: CSC-Same@csc.nj.gov, or by phone at: 609-292-4144, "option 3". <u>Hours of Work:</u> The hours of work for this position are Monday through Friday from 9:00 a.m. to 5:00 p.m. All No-Limit (NL) titles will be required to perform work beyond the stated hours of work as needed, in compliance with applicable collective bargaining agreements and laws.
	ADDITIONAL INFORMATION • Health Benefits, including Dental, effective 60 days from hire date. This also includes a robust prescription plan. • Vision care partial reimbursement for exams, glasses and/or contacts. • Earn 20 vacation days per year as an unclassified employee. May carry up to one year of earned vacation time into the next succeeding year only. • Earn up to 15 sick days per year, which may be carried from year to year on an unlimited basis. Will also receive 1 additional bereavement day, applying to immediate family members. • Will receive up to 3 personal days per year (Administrative Leave Days). • Receives 13 paid Holidays per year. • Per the most recent collective bargaining agreement ending June 30, 2027, union-represented employees will receive the following salary increases: ○ 3.5% Across the board for each of the 4 years of the contract, beginning July 1, 2023. ○ Continued salary steps each year at approximately 3.7% (1.5 years from step 8 to step 9, and 2 years from step 9 to step 10, and step 10 to step 11). • Mandatory enrollment in a fixed Pension Plan. Employee contribution is 7.5% of salary. Vested after 10 years. • May qualify for Telework up to 2 days per week after a period of training and acclimation to the department.
	APPLICATION INSTRUCTIONS Applicants must submit a Letter of Interest, Resume, transcript(s) if specified above, and three (3) professional references of your current or former supervisors/ managers- please only provide references for those to whom you have reported in the workplace and who have supervised or managed your work. Please provide your references' names, job titles and current contact information, including email addresses. All application documents must be submitted by the Closing Date specified above to the Department of Banking and Insurance's Human Resources Office at Recruitment_Hiring@dobi.nj.gov, with your last name and the BIA Posting Number above included in the subject line of your email. Thank you.

The New Jersey Department of Banking & Insurance is an Equal Employment Opportunity Employer.