

Title: Business Development Manager

Travel: This role will involve intermittent travel

Term: Permanent

Reporting Relationship: The position will report to the Director of Engagement

ICHOM – Background:

ICHOM is a non-profit organisation committed to transforming healthcare to a value-based system through universal measurement and reporting of patient outcomes. ICHOM was co-founded in November 2012 by Professor Michael Porter of Harvard Business School, Stefan Larsson from the Boston Consulting Group, and Professor Martin Ingvar of the Karolinska Institutet. Its mission is to unlock the potential of Value-Based Health Care by defining global Standard Sets of outcome measures that really matter to patients for the most relevant medical conditions and by driving adoption and reporting of these measures worldwide.

ICHOM brings together leading experts from around the world with a number of different initiatives. Standard set development remains at the core of what we do and we have produced 35 standard sets so far, with a number to be completed by the end of the year. In late 2019, we set up the Partnership Programme to offer implementation support to providers who require help implementing a standard set. In April 2020, we launched our community: ICHOM Connect. This online portal offers a space for healthcare professionals to meet, discuss, evaluate and benchmark their projects and future work. Furthermore this year, we have created our successful Conference Series which is a number of virtual events including online conferences and webinars.

Job description:

To manage the commercial department of one, generating sales in excess of \$2.5m in 2020, manage a number of high-profile accounts ensuring clients expectations are met. Programs must be delivered on time, within budget and with all milestones delivered.

You will need to nurture existing relationships, create new sales opportunities – both in the development of new leads and in shaping the development of new products.

Duties and responsibilities:

- Work closely with your clients and internal teams to ensure your accounts are managed and set up efficiently
- Inspire the program team to deliver excellence and influence the wider community by delivering successful, innovative programs
- Build client relationships and using strategic partnerships to drive growth
- Interpret and understand Value Based Healthcare to uncover opportunities with existing clients
- Identify potential Client challenges before they arise, providing recommendations and support to the client as well as internal team
- Report sales success internally and to the Board of Directors
- Innovate new ways of working
- Own the sales processes aiding clients in their procurement processes



- Drive the commercial execution of digital health solutions
- Identify, establish and nurture key relationships with stakeholders
- Effectively liaise with stakeholders at all levels including the ICHOM Board, Executive and international colleagues

Requirements

- Very strong program management skills with experience of working on high-profile, multi-disciplined accounts
- Very strong written and verbal communication skills – being clear and concise in your communications – whether it's in briefs, presentations, reporting or verbal
- The ability to manage different stakeholders globally
- At ability to interpret technical requirements and turn them into easy to understand explanations (appropriate level of detail) for clients.
- Experience in delivering accurate reporting, and a commercial understanding of project profitability, forecasting and its importance
- Experience of working in/with the life sciences, healthcare technology, or related data businesses is preferred
- Bachelor's degree required
- Fluency in English as a primary written and spoken language and ideally one or more languages
- Proficient in Microsoft Office (Word, Excel, PowerPoint), G Suite (email, Drive, etc.) and one or more CRM systems

Timeline

The position will begin **immediately** and will be a remote working role.

To apply

Please complete the attached application form and return to jobs@ichom.org