

Title: Chief of Strategic Partnerships

Location: US preferred. ICHOM is a fully remote organization, US (MA, VA, IN, FL, AR), London and Europe. This role can be a fully remote working role, but the team of direct reports are on GMT/CET/EST time zones and the candidate will need to be on similar time zones to ensure the team has support during their working hours. **US or UK work permit is required.**

Term: Permanent, Full time

Reporting Relationship: The position will report to the President

Travel: Some travel is required for this position. Quarterly travel is anticipated at minimum, including October 2024 ICHOM conference. Travel may be domestic and international.

Salary: Salary will be commensurate with experience, ranging from minimum of \$115,000 with opportunity for quarterly bonuses based on performance metrics aligned with partnership growth.

Are you an established Strategic Partnerships Manager who would like to work for an organisation that's doing something huge? ICHOM is looking for a passionate and experienced Chief of Strategic Partnerships to support us as we work with healthcare systems around the world to improve patients' lives by driving standardized measurement of health outcomes (the results) that matter to them.

About ICHOM:

There is a value crisis in world healthcare – spending keeps going up, while outcomes and clinical practice continue to vary significantly. Solving the crisis required to reorient the global HC systems towards value-based principles means defining what outcomes matter to patients.

International Consortium for Health Outcomes Measurement (ICHOM) is a non-profit organisation created in 2012 by the founders and early pioneers of value-based healthcare to address the challenge of achieving the standardized measurement of outcomes.

At ICHOM, our mission is to unlock the potential of value-based healthcare by defining what matters most to patients and encouraging the adoption and reporting of these measures worldwide to make life better for all. This takes the form of ICHOM's Sets of Patient-Centered Outcome Measures. To date, we have produced 45 Sets, covering different conditions and for specific patient populations.

By creating roadmaps of standardized clinical and quality of life outcomes based on the patient's priorities, along with instruments and time points for measurement, we can ensure the patient remains at the centre of their care.

Over 500 hospitals and clinics currently use ICHOM Sets, but our ambition is make them the foundation of care pathways in every healthcare system around the world.

<https://www.ichom.org/>

Responsibilities:

- Work with Leadership Team to identify and secure expansion of ICHOM Partnership Program.
- Ensure centralized resources for presenting Partnership Program opportunities
- Collaborate with Leadership Team to define targets and priority needs for funding and engagement
- Collaborate with Chief of Staff to support metrics for growth and engagement relevant to reporting to grantors and in annual report
- Collaborate with President and Leadership Team to identify grant opportunities and define needed structures and resources to support grant development and management
- Keep Leadership Team aligned with key developments, opportunities and upcoming commitments
- Make initial contacts with key stakeholders and sustain relationships
- Serve as primary first-touch representative of ICHOM in new partnership and relationship development; perform early discovery and shape opportunities with input from Leadership for ongoing relationship development.
- Manage and nurture partner, funder, and grantor relationships
- Manage grant applications
- Stay on top of all lines of communication and have a clear understanding of who is leading what and ensure conversations are kept moving

Requirements and skills :

- 5+ years experience in a similar role
- Experience in the health care sector is essential
- Proactive, self-starter who is enthusiastic about working to improve patient outcomes
- Fluency in English as a primary written and spoken language is required
- Must have excellent people and communication skills
- Must have excellent writing and presenting skills
- Experienced and successful in initiating and building/growing business partnership relationships in non profits
- Accountable and ability to lead cross team working groups that include diverse skill sets
- Growth orientated and interested in helping non profit grow for long term sustainability
- Experience with Active Campaign, Asana and Google Suite are preferred
- Strong interest in health care policy and quality preferred