**Title:**Director - Operations & Strategic Growth

**Location:** Hyderabad

**Scope of Work**

**Key Job Responsibilities:**

This job will have dual responsibilities as specified below:

# Manage and assist with advisory services, overseeing program delivery and execution of partner initiatives.

# Evaluate, develop, and implement strategies, initiatives, and solutions, improving current advisory services model to meet objectives.

# Act as the primary liaison with partners, addressing service needs, requests, and issues.

# Manage and support advisory teams and senior leadership, coordinating account activities and evaluating performance.

# Identify business opportunities and obtain accounts through the channels of networking, proposals, bids, partnership, donor management and other channels across the spectrum in the region of South Asia, Middle East and Africa.

# To collaborate with other country regional director to build the partner portfolio and cross collaborate on common areas of interest.

# To advise organisations on transformational change and capability building

# To develop strategy, guide and implement the market development of the advisory team and the connecting to the organization vision and strategic goals

# To conceptualize and strategize the grant proposals, assisting with bid management and contract development.

# Advising and collaborating with individual project managers, lead the teams on their day to day problem solving, team management and partner management.

# To manage and develop strategic client relationships while ensuring the highest quality partner work and while inspiring, leading, and developing new consultants

# To lead and advise developing consultants and be an important source of intellectual insight on a partner project, framing business problems in a way that the teams can then execute to drive impact and value for the partner

# To bring in superior analytical, quantitative and conceptual thinking skills and strong interpersonal and communication skills to ensure successful partner projects and team performance.

# To bring in deep functional knowledge, expertise and proprietary tools to every partner situation.

# And as a domain expert in the health systems area of consulting in public and private healthcare bring the expertise to the advisory services functional thematic areas of

# Quality, IT, Health Financing, Service Delivery, Supply Chain Management, Revenue Cycle Management, Capacity building, Communications & Behaviour Change, Human Resources, Product Development

# Integrate the Research, Diagnostics and Implementation practice areas into the domains

# To build and implement the marketing communications plan for the advisory services reach and brand building across the region

# To organize roundtables and workshops to bring the industry insights and sharing of knowledge in terms of publications, articles, blog and op ed in magazines / news papers / online channels

# To develop annual budgets, operating plans and maintain profitability as per planned goal setting / objectives

# To assist and support the organization in the operations and process development initiatives.

**Reports To:** CEO, ACCESS Health International

**Grading Level:** L2

**Compensation**

An annual compensation of USD 27,452 (Inclusive of Taxes) will be paid to the Consultant. All project related expenses would be reimbursed, as agreed upfront. Any revision to the compensation above will be after due mutual discussion and written intimation.

**Term**

This engagement shall commence upon execution of this Agreement. The Agreement shall continue in full force and is effect from **February 01, 2024** to **December 31, 2026** and is extendable based on the review of Consultant’s performance by the Foundation and mutual concurrence on revised terms of engagement.