



VACANCY ADVERTISEMENT

HEALTH SYSTEMS TRUST

Corporate Services Unit

Health Systems Trust is a dynamic, not-for-profit organisation that supports the development of an equitable and comprehensive health system for the provision of quality health care in South and southern Africa.

HEAD: BUSINESS DEVELOPMENT

PURPOSE

Health Systems Trust (HST) is seeking a Head of Business Development to lead and grow the organisation's business development function in maintaining its competitive market position and financial sustainability. Reporting to the CEO, the incumbent will support the realisation of HST's strategic goals through identifying and securing new business opportunities.

KEY RESPONSIBILITIES

- Oversee the organisation's business development, communications and marketing functions
- Contribute to strengthening HST's organisational strategy and lead enhancement of its business plan
- Lead in developing annual targets for resource mobilisation and business development, in consultation with executive management
- Identify new business opportunities and sources of donor support
- Assist the Chief Executive Officer in developing and implementing HST's regional growth strategy
- Review and update HST's marketing strategy in line with HST's mission, and the current and emerging health sector trends and opportunities
- Support HST in achieving its strategic objectives through developing and implementing a successful marketing plan
- Support the maintenance of positive relationships with stakeholders, funders and partners
- Maintain a high level of familiarity with HST's programme and research agendas, and organisational competencies, through regular interaction with key staff
- Represent HST at local, national and international fora as required
- Support the development and implementation of an effective internal and external communication strategy

- Co-ordinate skills and career development opportunities for the Business Development Unit staff in line with organisational strategy and succession planning policy
- Manage the Unit's human capital through capacity building, learning and growth

REQUIREMENTS

Qualifications

- A Master's degree with ten years relevant experience in management, at least five of which should include documented experience at senior management level in a business development environment
- A business-related Master's degree will be an added advantage

Experience

- Resource mobilisation in the NGO sector, with a strong track record of successful leadership of proposal development for major donor-funded grants in the health and related sectors

Competencies

- Ability to think and plan strategically, with strong marketing and proposal development skills
- Strong leadership skills
- Excellent communication and writing skills
- Ability to liaise with people at all levels of the health system and other relevant development sectors
- Skilled at managing collaborations with multiple partners, with the ability to manage people in a participative and empowering way
- Strong project management skills
- Good knowledge and understanding of primary health care issues and linkages between health and development
- Ability to act as a mentor, team builder and able to work independently
- Research skills would be an added advantage
- Advanced knowledge of Microsoft Office applications (Access, Excel, Word, PowerPoint, Outlook)
- Excellent command of English, both verbal and written
- Valid driver's licence, willingness and ability to travel extensively

REMUNERATION

A salary package commensurate with the successful candidate's experience and qualifications and in line with HST's Job Grading System will be offered.