

Position Description: Business Development Manager

Business area: Encompass Health

Reports to: Chair of the Encompass Health Board

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| Our Vision | Leading cancer care in Aotearoa – we bring inspiration and innovation together to positively impact the lives of New Zealanders. |
| Our Mission | To be the client’s choice for world class cancer care delivered by people with passion. |
| Our Values | <p>Excellence We deliver outstanding care to our clients with a focus on continuous improvement.</p> <p>Resilience We are flexible and responsive to the needs of our clients and our people.</p> <p>Collaboration We work in partnership with our clients, their whānau, and our staff.</p> <p>Integrity We act with authenticity and to the highest standard of performance and conduct.</p> |

Position Objective:

- Drive the growth and expansion of the Encompass Health service.
- Identify strategic opportunities, forging key partnerships, and expanding the client base within the Canterbury and broader South Island region.

Functional Relationships:

| Internal: | External: |
|--|---|
| <ul style="list-style-type: none"> • Encompass Health Board • Allied health colleagues • Psychology colleagues • Administrative colleagues • All other St George’s Hospital and Cancer Care Centre colleagues | <ul style="list-style-type: none"> • Oncology related organizations and not for profits • Referrers • Patients and whānau • Community organisations • Cancer Society staff |

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Key Areas of Accountability:

| Area of Accountability | Expected Results |
|--|---|
| Business Development | <ul style="list-style-type: none"> • Drives business development in line with strategic plan, identifying opportunities for service expansion. • Has a strong understanding of the marketplace and potential service offerings, working proactively with the Board to maintain a future service focus. • Builds relationships and networks across NZ, looking for opportunities to collaborate with both public, private and not-for-profit entities. • Proactively seeks funding opportunities and grants. • Grows existing patient base across the South Island. • Manages the marketing, website, and social media activities of the service, maximizing patient awareness and service growth opportunities. |
| Leadership and communication | <ul style="list-style-type: none"> • Models the Encompass Vision, Mission and Values, both internally and externally. • Works with the Encompass Health team to ensure patients experience seamless service delivery and the highest levels of patient satisfaction. |
| Organisational Culture | <ul style="list-style-type: none"> • Promotes harmonious working relationships within Encompass Health and joint venture partners. • Understands and promotes the concept of internal and external customers (e.g. patients, colleagues and clinicians) and the need for customer focus. • Maintains confidentiality in respect to all operations, business, employees, clients and patients. • Adheres to St George's policies and procedures. |
| Cultural understanding and Te Tiriti o Waitangi | <ul style="list-style-type: none"> • Demonstrates an understanding of and commitment to our responsibilities of Te Tiriti o Waitangi. • Respects cultural diversity, this may include age, gender, sexuality, ethnicity, culture, disability or beliefs. |
| Health & Safety | <ul style="list-style-type: none"> • Complies with and supports all health and safety policies, guidelines, and initiatives. • Ensures all incidents, injuries and near misses are reported in our H&S reporting tool. |
| Other Duties | <ul style="list-style-type: none"> • Performs such duties in a timely, accurate manner and in accordance with St George's Hospital policies and procedures. • Performs other duties consistent with the role of the Business Development Manager. |

Qualifications, Experience and Personal Qualities

| | Essential | Desirable |
|-----------------------------------|---|--|
| Experience & Knowledge | <ul style="list-style-type: none"> • Substantial previous sales experience at a senior level within the health industry. • Demonstrated experience in driving revenue and growth initiatives. • Experience developing and implementing business development strategy. • Demonstrated successful stakeholder management and relationship building. • Experience in data analysis, marketing and business development. • Up-to-date knowledge of relevant industry trends | Business experience gained within the medical sector |

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| | Essential | Desirable |
|---------------------|---|-----------|
| Personal Attributes | <ul style="list-style-type: none"> • Demonstrated excellence in leadership and sales qualities <ul style="list-style-type: none"> • Influence, Self-awareness; Emotional intelligence, Social intelligence; Exceptional communication skills; Resilience; Leadership agility • Adept at managing multiple pieces of work and prioritizing the demands of a diverse range of stakeholders • Excellent customer focus • Strong organisational understanding; negotiation skills and critical thinking • | |