**POSITION ANNOUNCEMENT FOR**

**DIRECTOR - PRIVATE SECTOR PARTNERSHIPS, NEW DELHI**

**ABOUT THE ORGANIZATION**

Ipas Development Foundation (IDF) works to increase women’s ability to exercise their sexual and reproductive rights, especially the right to safe abortion and contraceptive services. IDF seeks to eliminate unsafe abortion and the resulting deaths and injuries, and to expand women’s access to contraception, comprehensive abortion care and related reproductive health information and care. Towards this, IDF works in strengthening training systems, service delivery of comprehensive contraception and abortion care, and access to these services within the public health system, with the aim of making a positive impact on the health of women in India. IDF’s program currently spans 10 states to include the states of Assam, Bihar, Chhattisgarh, Jharkhand, Karnataka, Madhya Pradesh, Odisha, Rajasthan, Uttar Pradesh, and West Bengal.

*Ipas Development Foundation (IDF) has been consistently rated among “India’s top 10 NGOs to Work for” by Great Place to Work® Institute in the last 5 years. This recognition is a testament of the organization’s high-trust, high-performance work culture.*

**OVERVIEW OF POSITION**

Leveraging findings of a pilot initiative and an investment opportunity, IDF is embarking on an ambitious journey to initiate a private sector focused program, targeted to meet the reproductive health needs of women in India. The Director - Private Sector Partnerships will lead the organization’s private sector health program including working with private sector partners to improve the reproductive health ecosystem for women and girls. IDF also plans to leverage a range of digital technology for its private sector engagements.

The position is responsible for the overall strategy and management of IDF’s private sector interventions with a focus on delivering results by driving operational and process excellence. The position will setup and provide leadership and operational oversight to the team and coordinate technical inputs as required from the Clinical, Research & Evaluation along with Strategy & Development units. This position will work closely with the CEO and the senior management team. S/he will extensively work with various team members in implementing activities aimed at achieving program goals/objectives. The incumbent will be a core member of the IDF team and will provide strategic inputs in developing strategic goals, annual objectives, priorities and will contribute to the overall organizational mission.

**ROLES AND RESPONSIBILITIES**

The responsibilities of the Director - Private Sector Partnerships include the following:

**PROGRAM PLANNING & MANAGEMENT**

Providing leadership for planning and effective implementation of private sector partnerships in specific geographic areas. Will be responsible for identifying and engaging with a wide range of private sector stakeholders including doctors, chemists, pharma companies, etc. Develop comprehensive annual work plans, budgets, schedules, identifying resources required and monitoring programmatic progress. Responsible for achieving the quantitative and qualitative program objectives.

**PRIVATE SECTOR PARTNERSHIPS**

Create and mentor partnerships with key stakeholders in the private sector eco system for meeting program results. Partnerships also include creating chemist and provider networks as well as linkages to existing associations.

**PROGRAM BUDGETING & EXPENSE MONITORING**

Develop program budgets and institute necessary systems to concurrently monitor fund utilization and introduce rapid remedial actions in cases of variance.

**PROCESS & IMPACT ASSESSMENT**

Work with the CEO and senior management team to develop indicators, reporting systems to enable collection of required data to document the process and impact of the interventions. Ensure the standardized monitoring and tracking systems are implemented at the field level and the data outcomes are forwarded, analyzed, and utilized for evolving program strategies in a timely fashion.

**DIGITAL AND TECHNOLOGY SOLUTIONS**

Work with colleagues and third parties to develop and implement a digital and technology ecosystem to support the delivery of the project effectively. Ensure the solutions implemented are client centric and protect digital information from unauthorized access, corruption, or theft throughout the program lifecycle.

**HR MANAGEMENT**

Work with the HR team to identify, recruit and mentor staff and consultants in Delhi and program geographies. Strengthen communication and reporting channels between the Delhi office and the field units. Improve internal systems and procedure to ensure they are being followed for effective delivery of their respective tasks.

**OTHERS**

Provide any other technical and programmatic assistance as requested and perform any other duties that fall within the scope of the post as required by the program.

**QUALIFICATION AND EXPERIENCE**

**CORE REQUIREMENTS**

* Advanced degree in management, public health, social work, or medicine
* Experience of 15+ years in FMCG, pharma or social marketing
* Strong leadership and managerial skills
* Sales and distribution and product management experience
* Strong strategic thinking and program management skills and expertise including budgeting and negotiation skills
* Good understanding of health systems
* Fluent in spoken and written communication in English & working knowledge in Hindi
* Excellent computer skills with proficiency in standard MS Office applications
* Willingness and ability to travel 30% - 40% of the time
* Experience in early adoption of appropriate technology in health ecosystem.
* Experience of collaborating with professional associations of practitioners; district, and state level chemist associations, etc.

**TO APPLY**

Interested candidates with relevant experience may e-mail their CV, covering letter (along with current/ last-drawn salary and expected salary) to [idf.psp@sectoraccess.co.in](mailto:idf.psp@sectoraccess.co.in) by May 20, 2022.

**Your CV must be accompanied by:**

* A cover letter justifying suitability for the position based on present and past work-experience.
* Current/last-drawn compensation and expected compensation.
* CVs WITHOUT COVER LETTERS AND COMPENSATION DETAILS WILL NOT BE CONSIDERED.

***Please note:***

* IDF management reserves the right to modify the contents of this position description at any time.
* IDF is an Equal Opportunity Employer.
* IDF is currently practicing a Hybrid Work Model
* IDF’s recruitment and selection procedures reflect the organization’s commitment to the safety and protection of children in the organization’s programs. All employees & consultants are expected to uphold this commitment.
* Women candidates are encouraged to apply.
* Only shortlisted candidates will be contacted.

For further clarifications, please contact Sector Access at +91 77 039 82477 between 10:00 am to 5:00 pm on weekdays. In case you are unable to reach the number, please send a WhatsApp or SMS with your name and contact number and Sector Access will connect with you on priority.