Associate Director– Private Sector Partnerships, New Delhi



1. POSITION VACANT: Associate Director– Private Sector Partnerships, Ipas Development Foundation, New Delhi

2. ORGANIZATION BACKGROUND:

Ipas Development Foundation (IDF) has been working in India since 2001 to strengthen the sexual and reproductive health (SRH) ecosystem. In close collaboration with national and state governments, and through partnerships with public health systems and civil society organisations, **IDF** works to enhance access to comprehensive abortion care and choice-based contraception.

IDF's work spans comprehensive abortion care, comprehensive contraceptive care, youth-focused sexual and reproductive health, technical assistance to the Ministry of Health and Family Welfare, and research and evidence building. The organisation's interventions reach over 500,000 women and girls annually, contributing to improved health outcomes and expanded reproductive choice.

IDF has been consistently recognized among India's **Best NGOs to Work For** by the **Great Place to Work Institute** since 2017 and has also been honoured as a Social Impact Icon. The organization has featured five times in the prestigious list of **India's Great Mid-Size Workplaces** and has been recognized as one of **India's Best Workplaces for Women** for three consecutive years.

For more information about **IDF**, please visit: https://www.ipasdevelopmentfoundation.org/

3. JOB DESCRIPTION/ RESPONSIBILITIES:

IDF is seeking to recruit an **Associate Director– Private Sector Partnerships** to lead partner and stakeholder engagement for a project on Heavy Menstrual Bleeding (HMB) Care

Heavy menstrual bleeding (HMB) is common but remains under-diagnosed and under-treated. IDF is implementing the HMB Care Program across selected districts of Bihar and Uttar Pradesh.

The incumbent will lead coordination with strategic & technical partners, suppliers and other institutional stakeholders, while supporting provider engagement and monitoring key programme indicators to track progress towards strengthening the private-sector ecosystem for quality HMB care.

The position will report to the **Chief Program Officer** and work closely with **IDF's** technical, research and evaluation, communications and state teams.

The role calls for a **senior, relationship-oriented public health professional** with the ability to engage credibly with professional associations, healthcare providers, suppliers and technical experts, and effectively coordinate diverse stakeholders to ensure strong partnerships and smooth programme implementation.

Key Responsibilities:

A. Partnerships, Stakeholder Engagement and Technical Collaboration:
(1) Serve as IDF's primary senior-level point of contact with project partners at national, state and district levels, building on the existing relationship and engaging with its senior leadership,
(2) Coordinate with technical partners, and implementation partners on the development, review and dissemination of training packages, treatment protocols, job aids, clinical resources and provider communication on HMB management,

(3) Facilitate coordination with professional medical associations at district, state and national levels to support provider engagement, technical sessions, conferences, webinars and other professional forums.
(4) Engage with suppliers (manufacturers and distributors) and other relevant stakeholders on product availability, provider requirements, pricing transparency, training needs and emerging market challenges, while maintaining IDF's neutrality and adhering to its guidelines on engagement with commercial entities;
(5) Participate in partner meetings and periodic reviews, document key decisions and track agreed actions to closure.

B. Program Coordination and Implementation Support:
(1) Translate programme priorities into activity plans, timelines and partner deliverables, and track progress against the internal workplan;
(2) Coordinate with IDF's technical, research and evaluation, demand-generation and communications teams to ensure alignment across workstreams and timely completion of trainings and other activities;
(3) Work with the Bihar and Uttar Pradesh state teams to support key rollout decisions and the implementation of provider engagement, capacity-building and awareness-generation activities;
(4) Identify implementation bottlenecks and facilitate timely resolution, or escalation to management where required;
(5) Contribute to documentation of implementation experiences, good practices and lessons learned.

C. Monitoring, Reporting and Learning:
(1) Monitor agreed programme indicators and milestones relating to partner engagement, provider participation, technical material development, awareness activities, service delivery, referrals, and product availability and pricing, as relevant to the role;
(2) Coordinate with state teams, partners and IDF's research and evaluation colleagues to obtain timely and reliable programme data;
(3) Review progress against indicators, identify gaps and flag issues requiring management attention or corrective action;
(4) Prepare periodic progress updates, partner review presentations and programme reports;
(5) Contribute to documenting programme learnings and evidence to inform improvements in implementation and potential replication in other geographies.

4. QUALIFICATIONS, EXPERIENCE AND COMPETENCIES:

Qualifications:
A postgraduate degree in public health, health management, social sciences, management or a related discipline.

Experience:
(1) At least 10–12 years of experience in public health, healthcare partnerships, private-sector health programmes, healthcare market development or related fields, including substantial responsibility for managing external partnerships and multi-stakeholder initiatives;
(2) Demonstrated experience of engaging professional associations or healthcare provider bodies and networks at a senior level, with tangible outcomes such as jointly developed technical materials, CMEs, conferences or webinars;
(3) Working understanding of women's and reproductive health, family planning or related clinical service delivery, sufficient to engage credibly with medical professionals. Deep clinical expertise is not required;
(4) Experience of coordinating multiple partners and internal teams, tracking agreed actions to completion and working to a programme workplan and indicators;
(5) Strong report-writing, presentation and documentation skills;
(6) Familiarity with the health systems and private-provider landscape of Bihar and Uttar Pradesh;
(7) Experience of coordinating with government health systems; experience supporting provider capacity-building and technical-material development; exposure to monitoring and evaluation, digital-first demand generation or private-sector health market development.

Key Competencies:
(1) Senior stakeholder management and influencing skills, with the ability to build trust with senior medical professionals and commercial partners;
(2) Strong coordination, follow-through and problem-solving skills across multidisciplinary teams and geographies;
(3) Excellent written and verbal communication;
(4) Sound analytical skills and comfort with indicators, data and progress tracking;
(5) Integrity, neutrality and sound judgement in dealings with commercial entities;
(6) Ability to work independently in an early-stage programme and to take decisions in consultation with field teams;
(7) Willingness to travel frequently;
(8) A strong interest in public health and women's health and commitment to IDF's mission and values.

5. IDEAL CANDIDATE:

The ideal candidate will be a senior, relationship-oriented public health professional with experience of working with professional associations or provider networks, an understanding of women's and reproductive health, and the discipline to run a multi-partner; multi location programme to defined indicators.

S/he should be able to serve as a dependable senior-level interface with partners, engage with suppliers on market-related issues while safeguarding IDF's neutrality, and coordinate effectively across IDF's technical, research and state teams to ensure smooth programme implementation.

The role will suit someone who is comfortable with frequent travel, communicates clearly and credibly with both clinicians and programme teams, and has a genuine interest in IDF's mission.

6. LOCATION: New Delhi

The role requires frequent travel, primarily to Mumbai and programme districts in Bihar and Uttar Pradesh, potentially involving up to 8–10 days of travel per month.

7. REFERENCE: AD-PSP-IDF

8. CONTACT INFORMATION:

Team SAMS
Strategic Alliance Management Services P Ltd.
1/1B, Choudhary Hetram House, Bharat Nagar
New Friends Colony, New Delhi 110 025
Phone Nos.: 011- 4081 9900; 4081 9926

9. APPLICATION PROCESS:

Eligible candidates interested in the position are requested to apply through the SAMS recruitment platform using the link below by the prescribed closing date.

Application Link: https://www.samsstc.com/Jobs/job-description/associate-director-private-sector-partnerships-ipas-development-foundation-new-delhi-delhi/883

Closing Date: November 21, 2026