

## **Director of Strategic Partnerships**

Fendix is a developing marketplace embedded inside the NHS and has ambitions to extend into the healthcare systems across Europe. We partner with over 40 NHS trusts and provide opportunities to engage in research, to consume medical education and for clinical and non-clinical professionals to receive valuable information and content at every point of access across their digital network. Our mission is to disrupt the process of engagement and access to healthcare economies worldwide for the life science and other industries, making it more agile and meaningful whilst increasing the value for both parties.

We are at an exciting time of growth and expansion both in terms of our product but also critically our partnership network and as such we are looking to appoint a Director of Strategic Partnerships to lead this important part of our development. We are looking for a strategic, inspiring and inclusive leader who has delivered outstanding business performance in a dynamic, regulated industry sector. Visionary and pro-active, with a track record of delivering strategic and operational business change in support of customer experience excellence, you will be a visible and developmental leader, providing our people with outstanding leadership to ensure that we are a future focused, agile and supportive partner to the healthcare systems in our network as well as our client base. As we seek to grow and diversify, your leadership capability will also need to extend beyond the usual organisational boundaries to elicit strong performance from our partners and operate with gravitas and credibility at the highest levels of industry, government and healthcare.

This is both an exciting and important time for Fendix and we are looking for a Director of Strategic Partnerships with the appetite, energy and commitment to make a real difference to our organisation and mission, in a role that has the potential to be both personally rewarding and career defining.

### **Key areas of responsibilities will include:**

- Development and execution of a 5 year partnership strategy for growth
- Operational review and reorganisation of partnership engagement
- Development of the systems and processes involved in partnership management
- Driving excellence in partner and client experience
- Develop and extend existing relationships within partner organisations
- Develop and extend relationships with NHS governing bodies such as NHS England.
- Manage all technical, commercial and regulatory processes
- Strengthen and execute on the new partner pipeline
- Lead and develop the key account management team
- Engage and contribute to the Company strategic development and the development of your executive team.

### **Key attributes, competencies and experience:**

- Bachelor's degree in scientific or business discipline
- Minimum 7 years leadership experience in healthcare or life science/pharmaceutical industry
- Experience in cultivating strategic partnerships

- Proven track record of successfully driving revenue via direct and partner influenced opportunities
- Strong background in strategic, consultative selling particularly within a healthcare/life science sector
- Excellent communication, persuasion and negotiation skills, verbally and written in English; other languages desirable
- Ability to thrive in a fast-paced, multi-faceted start-up atmosphere and oversee multiple projects and tight deadlines
- 5+ years of people management and leadership experience
- Excellence in engaging, motivating, and fostering relationships externally and internally
- Experience with generating pipeline forecasts
- Positive attitude of initiative and self-direction
- B2B relationship building skills, with the ability to develop comprehensive growth strategies.

Reporting line: CEO

Salary: Competitive

Considerations: Some UK travel required. Must be able to attend our Head office in Brighton on a regular basis.

Closing Date: Friday 30 April 2021, 17:00