ICEHA
The global leader in clinical skills rapid transfer to emerging nations

Director Business Development
Job announcement

ICEHA is "The global leader in clinical skills rapid transfer to emerging nations".

What initially started as a small program in Cambodia has spread its wings rapidly across countries and continents. Working in countries as diverse as Nepal, Vietnam, Cambodia, South Africa, Lesotho, Burundi, Rwanda, Ethiopia, Suriname, and Kiribati, ICEHA is deploying over 6,500 aggregate man years of high quality professional medical expertise from some of the finest physicians and nurses in the western world, to colleagues in the developing world, saving tens of thousands of lives. ICEHA's initial focus has been infectious diseases and the AIDS pandemic.

Highlighted in the Economist¹ for its sustainable impact, ICEHA’s signature clinical mentoring model proves that a significant contribution to curbing the AIDS pandemic in the developing world can be made by individual AIDS healthcare professionals from the West, who use an innovative method of clinical mentoring to rapidly transfer their practical skills to local caregivers so that they too can provide the best HIV care possible, within the existing resource limitations of their country / clinic setting.

As a direct result, tens of thousands of patients across countries and continents have now access to AIDS care where none existed before. The impact of rapid skill transfer through clinical mentoring is immediate, yet long lasting and sustainable.

A central role in delivering ICEHA’s clinical mentoring programs is played by AIDS healthcare professionals sourced from across the West. ICEHA is currently deploying over 600 highly qualified Western experts who, on a volunteer basis, work as an ICEHA clinical mentor in some of the most desolate settings on earth, for a minimum of 6 weeks per year.

ICEHA most remarkably utilises a unique co-investment funding approach whereby all Western program costs associated with the recruitment, screening, preparation and management of the volunteer ICEHA clinical mentors are under-written by Western donors while all clinical mentoring implementation costs in a specific country are under-written by a funding source inside the respective developing country.

Position Description
Having proven its sustainable, immediate impact over the past six years, ICEHA is in rapid scale-up mode.

Scale-up vision: Over the next five years, ICEHA will grow its pool of volunteer clinical mentors from > 600 to 2000 while its deployment programs will aim to add 4 new countries / year without necessarily leaving any of the existing countries prematurely. In addition, ICEHA will be expanding its clinical mentoring model much beyond HIV/AIDS to include other fields of medicine such as internal medicine,

emergency medicine and OB/GYN. The impact on healthcare systems in the developing world will scale exponentially, impacting millions of lives across the globe.

**Position:** ICEHA is a dynamic organization not only because of the exciting potential of the scale-up opportunity but also because of the people making up the organization. **Director Business Development** is the most exciting position for an experienced individual looking to affect change in the world at significant scale. Reporting directly to ICEHA’s Chair and CEO, the Director Business Development will play a critical and integral role across all aspects of ICEHA’s business. Not only will he or she be instrumental in creating new business opportunities for co-investment across the West; the Director Business Development will also play a most pivotal role catalyzing public-private partnerships across the developing world, including in Asia, Africa, and Latin & South America.

**Qualifications**
ICEHA is looking for highly qualified individuals who have both, robust financial experience, preferably in the investment banking (or related sector), as well as excellent sales and marketing skills.

Strong candidates will have extensive private sector for-profit experience, preferably internationally. Experience working successfully with entities in the developing world is desirable. Foreign language skills are an asset. The Director Business Development will be expected to undertake regular travel across the developing and the developed world.

In addition to an advanced degree in business / finance, law, history or a related field, and years of experience in the financial sector, he or she should possess:

- Strong entrepreneurial spirit with dedication to turning an idea into a high quality finished product, commercially savvy
- Skilled negotiator at senior corporate levels
- Highly creative, out-of-the-box thinker with a sense of humor
- Excellent written and oral communication skills
- Exceptional interpersonal skills: courtesy, tact, patience, mediator, assertive team player
- Inspirational, proven team leader and team player skills
- Commitment to and enthusiasm for the organization’s mission and vision and respect for our core values: integrity, creativity, empowerment, loyalty, openness, grace and respect
- Very strong organizational skills and the ability to achieve targets independently, pro-actively
- Self-motivator; capable of working in a virtual environment

**Compensation**
ICEHA offers a competitive compensation package commensurate with experience.

**Location**
US (East Coast; West Coast) or Western Europe.

**To apply:**
Please send a cover letter and resume to Dr. Marie Charles, Chair & CEO, ICEHA: mcharles@iceha.org.