

Here

Job title:	Head of Strategy and Innovation (Maternity Cover)
Salary:	£50,786 - £70,200 per annum pro rata
Accountable to:	Commercial Director/ Deputy Chief Executive
Location:	Here, 4th Floor, 177 Preston Road, Brighton

About us and our culture

Here is a not-for-profit, social enterprise working in the health sector. We do many things, including:

- designing and delivering health care services in partnership with the NHS and third sector organisations.
- developing and implementing products that support primary care to thrive What unites our efforts is a recognition of the 'way' we do things.
- We are a group of people who believe we can make a difference in the world.
- We think business can be a force for good, and that profits should benefit our society.
- We know that our society is not fair and equitable, and many people cannot thrive in the conditions in which they live. We believe changes in health and care could enable a better future for us all.

We want all employees to belong, thrive and contribute to our purpose, creating **exceptional care, for everyone.**

Positive about disability

We're committed to developing the careers of individuals with a disability. We will give full and fair consideration to all applicants. Applicants who confirm a disability that meet the essential criteria and evidence this within their application, will be interviewed.

Here value diversity and are committed to creating an inclusive culture where everyone can be themselves and reach their full potential. We actively welcome applicants who identify as LGBTQ+, disabled, and people of the *Global Majority.

*people who identify as Black Caribbean, Black African, South Asian, East Asian, Middle Eastern or Latin.

Responsibilities

Strategic Leadership

- Work with the Here Board to set and implement Here's strategic vision across the business.
- Mentor Service Leads and Making it Real Leads in business development so they are effective in creating and tracking opportunities within their business area and commercialising ideas.
- Lead and line manage (when needed) team members, coaching them to develop their skills in line with our strategic plans.
- Work with Commercial Director to develop a thriving innovation culture that nurtures and promotes ideas, growth, accountability and learning across the organization.

Organisational strategy development and implementation

- Act as the guardian of Here's strategy ensuring we have what we need to do what we need to do. Advise the Board on what we need.
- Responsible for continuing to develop strategy in line with business goals and priorities. Translate this strategy into actionable priorities and work cross organisationally to oversee implementation.
- Work with Head of Marketing and Communications to establish Here as a recognised innovator within the health and care sector nationally.
- Design and track impact measures and reflect on success and learning to write reports.
- Project Manage strategic projects.

Budget and contracts management

- Manage the Strategy and Innovation Team budget and work closely with Director SIT, CEO and FD on investment opportunities and needs.
- Work with Head of Contracts to draft and manage contracts that meet partnership and delivery needs.

Business development and relationship management

- Monitor procurement portals, identifying and assessing potential opportunities against our purpose and strategic priorities and highlight interesting opportunities for consideration.
- Manage the end-to-end bid cycle; creating and implement bid plans and working with SMEs across the organisation to submit high quality bids, on time and within budget.
- Service design, demand and capacity modelling and financial modelling for tender opportunities.
- Write and review content for bid submissions.
- Research and identify suitable partners, when needed, for bid opportunities. Proactively build relationships and position here as expert in the areas that matter to us, always modelling our culture and professionalism.

Your experience

Skills, knowledge, and qualities
Experience in a strategy or senior business development role.
Strong leadership skills and experience.
Ability to inspire a vision for Here and bring people along with you.
Master integrator with the ability to tie multiple work streams together.
Exemplary work ethic, a high degree of personal integrity and honesty.
Ability to model Here's culture and ethos internally and externally
Excellent people skills and be able to build relationships with others easily, internally, and externally, and communicate at all levels.
Curious and have an open approach to learning. You will hold personal development to be important and will be able to instill this within the organisation.
Able to interpret complex information and make timely decisions to support problem solving, identify risks and opportunities.
Able to manage an appropriate sense of urgency and balance delivering on our promises with the growth of the business
Highly organised with a great attention to detail and be able to juggle multiple workstreams effectively.
Good knowledge of Microsoft Excel (and MS office) and will be able to use it create models and analyse, forecast and present results.