

- Post:** Executive Director of Strategy, Business Development and Growth
- Band:** ESM Grade 1 (Operational maximum £113k with the option to go higher for an exceptional candidate)
- Location:** Stella House, Newcastle upon Tyne with regular national travel
- Directorate:** Strategy, Business Development and Growth

The NHS Business Services Authority is a unique Special Health Authority with over 2,600 employees. It is an Arm's Length Body of the Department of Health which provides a complex range of critical central services to NHS organisations, NHS contractors, patients and the public. Our purpose is to support a better NHS and our vision is to be the delivery partner of choice for the NHS.

## Job summary:

The Executive Director of Strategy, Business Development and Growth is an Executive Board member and a key member of the Leadership Team with collective Executive accountability for delivery of the NHSBSA Strategy; specifically required to actively participate in achieving the NHSBSA purpose and goals through the development of an organisational culture that is open, empowers innovation in people and champions on-going service development.

Working to the Chief Executive and members of the Board, the post holder is responsible for directing and developing the strategy, business development and growth of the NHSBSA to add value and improve performance.

The post holder will develop relationships with partner organisations to create new business opportunities such as portfolio positioning, strategic marketing, and investment prioritisation both regionally and nationally. You will also provide strategic leadership for the NHSBSA and ensure its continuing development to be a commercially viable, customer-focused organisation which adds value to the wider health system.

The role requires leading a range of commercial activities such as the Pacific Programme, by creating and developing growth opportunities to increase our income; this is with both existing and potentially new clients with whom you will target, initiate and develop business relationships.

## The Executive Director of Strategy, Business Development and Growth is accountable for:

1. Shared Executive accountability, shaping the strategic direction of the organisation in order to achieve its vision and contribute to the development of the NHSBSA's strategic and annual business plans.

2. Acting as an effective Director within the corporate governance framework, demonstrating the values and capabilities of the organisation and ensuring that the NHSBSA meets its statutory and legislative obligations.
3. As an Executive Member of the Board, playing an active and collaborative role in the effective management and achievement of the NHSBSA's goals, recognising the significant impact that the business activities have on many people and services within the NHS.
4. Developing and implementing appropriate strategies to proactively manage the reputation of NHSBSA with all key stakeholders.
5. Acting as Deputy for Chief Executive as required.

### **People relationships**

6. Working as part of the newly formed Leadership Team with collective Executive accountability for delivery of the NHSBSA Strategy.
7. Working collaboratively with business leaders and their teams to identify and analyse strategic initiatives, develop actionable strategic plans, and drive execution against plans.
8. Proactively building effective working relationships on a regular basis with Ministers, Senior DH officials, other ALBs, suppliers, key external partners and other key players in the Health Economy in order to promote best practice, develop business relationships and input into strategic initiatives.
9. Building a strong external image for the NHSBSA and taking opportunities to enhance the profile and promote the reputation of the NHSBSA and its services.
10. Building professional national and global networks.
11. Taking Executive lead responsibility for the identification, development and implementation of all strategic partnerships.

### **Growth strategy**

12. Acting as a driving force behind critical strategic, organisational and operational initiatives.
13. Leading the business development process to identify, evaluate and prioritise new innovative growth opportunities, bringing these to fruition.
14. Directing multiple business strategy programmes that produce recommendations for addressing major strategic issues across the healthcare system, identifying significant growth opportunities and developing business plans for realising these opportunities. These programmes may be within a business unit, across multiple business units, or involve the creation of a new business venture, such as a joint venture, equity alliance, acquisition, etc.
15. Bringing a strong customer-focused, evidence based approach to unlock new insights, drive innovation and create value.

16. Identifying key development needs in relation to the transition and growth of NHSBSA into emerging markets and plans to implement these as required.
17. Working collaboratively to develop appropriate metrics for contract performance, ensuring that these are integral to contracts and allow for effective analysis, monitoring and reporting.
18. Delivering an appropriate customer strategy which takes into account the customer needs in relation to all aspects of NHSBSA services, and ensuring that the customer proposition is communicated to customers.
19. Providing expert leadership to develop and manage allocated business transformation programmes and activities, ensuring that programmes are delivered to time and budget and meet the pre-agreed criteria for success.
20. Identifying opportunities through procurement, supplier and customer strategies, for continuous improvement, operational economies and financial savings which can be re-directed to frontline NHS services.

**In addition to the above accountabilities, as post holder you are expected to:**

- Act as a role model and demonstrate the organisation's values and capabilities in all aspects of your conduct at work.
- Ensure and maintain a safe working environment which reflects the NHSBSA's health and safety policies and practices.
- Be familiar with and adopt policies and practices governing finance, budgets and the procurement of services.
- Ensure your behaviour reflects a commitment to diversity and inclusion in the workplace.