

Agencia

Job Description

Title: Sector Director (Health & Social Care)

Reports to: Managing Director

Key Relationships: Health & Social Care Clients, Principal Consultants, Project Teams, Management Team

Role Description: This role is a senior position within Agencia, with accountability for designing, driving and delivering growth within the Health & Social Care Sector. Key responsibilities are:

- Achieving an agreed level of secured business and optimising the generation of new business.
- Supporting the Managing Director by providing market intelligence from the Sector, and plan the strategic development of the Sector, including marketing opportunities and potential clients.
- Leading the Project Teams supporting the Health and Social Care sector, including the provision of quality assurance to projects within the sector.
- Promoting and implementing Agencia`s vision, values and objectives.

Location: This role can be located anywhere in the UK. Travel to client sites in the UK and internationally is required and travel to our HQ in East Yorkshire will be required once or twice a month.

Time Commitment: Flexible, 1-2 days per week expected to deliver items 1-9. For items 10-13, time will be available as agreed in project plans. Post holders will also be eligible for project delivery work appropriate to their skills and experience as it becomes available.

Key duties and responsibilities: Health & Social Care Sector Development

1. Support the Managing Director by:
 - Planning and implementing a strategic approach to business development;
 - Identifying and converting project leads into secured work for Agencia;
 - Providing market intelligence about the sector and taking action to maximise opportunities for Agencia to win work within the sector;
 - Identifying current and potential market needs and trends;
 - Writing proposals;
 - Leading presentations to potential clients.
2. Achieve an agreed level of secured business for the Health & Social Care Sector.

3. Identify and develop strategic partners with whom Agencia might work with to increase market share, and enhance capacity and capability for larger scale or niche projects.
4. Identify long, medium, short term and opportunistic windows for work with clients, plus the preparation of responses to those opportunities.
5. Act as a brand ambassador for Agencia, identifying and delivering marketing opportunities within the Health and Social Care sector.
6. Build a diverse pool of experts available for work with Agencia both in the UK and internationally. Assist in the development and implementation of the company Training and Development Plan, to help associates reach their potential.
7. Act as a member of the Company Management Team, with a particular focus on corporate development and business growth.
8. Communicate with and update the internal Agencia team as required.
9. Assist in the formation of project teams in conjunction with the Principal Consultants.
10. Liaise with clients and Agencia's partners in the management of projects and the identification of further opportunities for work with those clients.
11. Ensure that project teams have the appropriate skills available to undertake the individual project, and to advise the Management Team on skills deficits and / or shortages in the medium term. To work with the Management Team to fill short term skill gaps.
12. Act as Programme manager for Agencia's Health & Social Care portfolio, overseeing projects, and supporting Principal and Senior Experts and their teams as required.
13. Provide quality assurance for all projects within the Sector, to investigate any areas of non-compliance and develop improvement plans in consultation with the client.

Key duties and responsibilities: Project Delivery (As Required)

1. Take project management responsibility for designated projects.
2. Contribute as a team member to projects using specific skills and experience.

Essential Requirements:

- Ability to design and execute business development strategy for the Health and Social Care Sector
- Proven experience working at a senior level within the Health & Social Care Sector in the UK (International experience is desirable)
- Self-motivated, with personal drive and enthusiasm to achieve results.