



Job or Consultancy Opportunity

www.akros.com

Executive Vice President - BD

Akros is a cutting edge organization that establishes data-driven systems that improve the health and wellbeing of disadvantaged communities. We pride ourselves in our ground-level knowledge of the health systems where we work, and our ability to provide novel, lasting solutions implemented in developing regions.

Our team has produced remarkable results throughout Africa and Asia. We have reached millions of underserved people over the past twelve years with improved health, education and governance, using smart implementation and appropriate, innovative technology. We are not shy about these results--and we are not done. We believe our unique methods and systems can multiply the beneficial effect of development investments on a wider scale: more countries, more programs operating at greater efficacy and efficiency.

Role Description

We hire outcome-oriented positions. Our organization seeks to achieve specific goals, and we hire people to propel us toward those goals. Akros staff have high levels of autonomy, responsibility and shape the trajectory of the organization.

This is a growth-oriented role. You will be outward-focused, expanding Akros' global health portfolio using your industry expertise, relationships and understanding of Akros' key products and services. In the medium-term, focus may expand to lead and shape BD teams internally - institutionalizing Akros business development infrastructure, identifying new technical opportunities and shaping Akros position and direction accordingly.

Important note: While Akros holds a slight preference for long-term employment candidates, we will gladly consider shorter-term consultancies from individuals. Applications from firms will not be considered. Consultant applications will receive higher scrutiny in order to test the feasibility of securing outcomes within the shortened engagement term.

Strategic Objectives of the Role

As a member of the leadership team, you will:

- Grow Akros' portfolio of global health contracts and subcontracts
- Shape Akros product and service offerings to reflect client preferences

Responsibilities

Growth

- Contribute to gross revenue and margin results meeting or exceeding Akros goals
- Increase capture pipeline, seeking more opportunities by client and expanding client base

- Identify geographic targets for expansion of Akros country teams and BD initiatives
- Identify and communicate key PR and visibility opportunities

Build

- Lead discussions on competitive positioning, win themes and differentiators on key proposals to ensure quality submissions
- Assist with BD expansion strategy discussions, and BD recruiting

Shape

- Develop precise understanding of client and partner preferences for Akros products/services
- Work with Akros technical teams to shape products and services to be more responsive
- Develop concise language and themes to convey products and services in an accessible way

Ideal Candidates

The ideal candidate will have the following:

- Mature, established relationships with senior industry personnel in USAID, CDC, and partner organizations
- Demonstrable, consistent success in winning new opportunities with USG
- Technical expertise in global health, with an emphasis on MEL, digital health or informatics
- Demonstrable, successful history of building resilient, talented teams (including contingency staffing for proposals)
- Overseas experience, with an emphasis on MENA, SE Africa and Asia
- Mature, longstanding network of USG and implementing partner relationships
- Strong leadership skills, including:
 - Clear vision for strategy and tactics to secure objectives
 - Approachable demeanor, empathetic, compelling and highly skilled
 - Willing to admit mistakes, resilient
 - Consistent, quality and timely production and communication
 - Capable of moving fluidly between high-level strategy and low-level production requirements
 - High endurance and motivation

Application Instructions

Please send a covering letter and current CV to careers@akros.com noting in the subject line "EVP - BD". Note in the body of the email whether you are interested in the shorter-term consultancy or longer-term employment role. Applications will be reviewed on a rolling basis.