

State Operations Manager

Organization:

The Foundation for Innovative New Diagnostics (FIND) is an international non-profit organization based in Geneva, Switzerland. The organization is dedicated to activities that result in 1) new diagnostic tools; 2) expanded access to these tools; and 3) strengthened diagnostic testing capacity for poverty-related diseases in low- and middle-income countries. FIND India is a subsidiary of FIND, Geneva.

FIND is established in India as an independent non-profit Foundation created under Section 8 (Indian) Companies Act, 2013 with its offices in New Delhi. FIND India is the key implementing partner of Central TB Division, Ministry of Health & Family Welfare, Govt of India for strengthening and expanding TB laboratory diagnostic capacity within the Revised National TB Control Program (RNTCP) supported by the Global Fund

Additionally, FIND India has also implemented a Global Fund supported project, entitled **Joint Effort for Elimination of Tuberculosis (JEET)** with an aim to partner with the private sector in various States of India to establish linkages to increase notifications, microbiological confirmation of TB patients and facilitate early treatment initiation and adherence support systems for improved treatment completion rates with mechanisms to reduce catastrophic costs to TB patients. JEET activities take a multi-pronged approach to engage with private sector, as part of National Strategic Plan (NSP) mantra to “go where the patients go”. The project proposes to work closely with the patient at all the touchpoints including chemists, pharmacies, clinics, providers, hospitals, laboratories, and Revised National TB Control Programme (RNTCP).

The State Operations Manager will be a part of State Project Management Unit (SPMU) which will coordinate and oversee activities of JEET in designated states. Under the SPMU, intensified provider engagement activities will be carried out in certain cities through a Patient Provider Support Agency (PPSA) which would be responsible for continuous, end-to-end engagement of private sector to provide quality TB services to patients seeking care in private sector.

Location: Kolkata

Your responsibilities:

- Setup and manage overall program operations in the designated State
- Plan and organize the State level review meetings and trainings as per the approved plan
- Supervise and monitor of PPSAs in designated cities
- Lead the team to achieve the project objectives through proper goal setting, guidance, motivation & coaching wherever necessary
- Participate in National Project management unit (NPMU) meetings and provide operational inputs to the team.
- Ensure that all key processes and activities are effectively implemented in the state
- Build and maintain relationships with key stakeholders (Doctors, Labs, DTOs, STOs etc.)
- Ensure provider mapping and territory coverage plans are prepared on time
- Review and ensure adherence to provider coverage
- Ensure timely data reporting from the team through MIS tool
- Compile and analyse performance vs. activity reports for the team
- Conduct periodic performance review meetings
- Any other responsibilities as identified from time to time

Desired skills and experience:

- 5+ years of sales experience in a renowned pharma/diagnostics/medical devices organization with at least 2 years of supervisory experience.
- Having experience in launching new division or major product preferable
- Proven ability of coaching and mentoring team members to achieve their goals
- Graduate/Post-graduate in Science (Biology/Microbiology or Management preferred)
- An excellent track record of performance and achievement of targets with superior planning and execution skills

Nature of appointment:

The selected candidate shall be initially offered a consultancy contract until **December 2020**. The position will be prolonged subject to satisfactory performance, project extension and fund availability.

Compensation offered:

The gross remuneration budgeted for the position shall be commensurate with the qualifications, experience and salary history of the selected candidate.

Deadline to send your application: 15th May 2019

Please mail a motivation letter, a detailed resume and three references to HR-IN@finddx.org.
(But don't wait until the deadline! We will start screening right away and if we find the right person, we will stop searching.)

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Please note that only applicants meeting the profile requirements will be personally contacted. Applications sent by recruitment agencies will not be considered.