State Operations Manager

Organization:
FIND (the Foundation for Innovative New Diagnostics) 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.

FIND India is also implementing 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 the 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 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 to provide quality TB services to patients seeking care in private sector.

*For more information about the organization, please visit [http://www.finddx.org/](http://www.finddx.org/).*

Location: Bangalore

Your responsibilities:
- Set up and manage overall program operations in the designated State
- Plan and organize 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
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 analyze performance vs. activity reports for the team
Conduct periodic performance review meetings

Skills and experience required
• Degree (at least an MBA) in Science / Health Management / or equivalent with a
  minimum 3 years of supervisory experience in public health projects (preferably with a
  focus on TB, malaria, HIV/AIDS)
  - Preference will be given to candidates with experience in the pharma sector in sales
    or equivalent and who have worked with private healthcare providers
• An excellent track record of performance and achievement of targets with superior
  planning and execution skills
• Ability and willingness to travel extensively (30%), based on the needs of the job

Nature of appointment:
The selected candidate shall initially be 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:
Please mail a motivation letter, a detailed resume and three references to HR-IN@finddx.org
by 1st March 2020

But don’t wait until the deadline! We will start screening right away and if we find the right
person, we will stop searching.

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