



eHealth Centre of Excellence
is currently seeking a full-time
Director, Business Development

Program Overview:

The eHealth Centre of Excellence (eCE) develops, implements and advances digital health tools and services to better serve patients and clinicians across Ontario. The eCE advocates for the continued and improved use of technology to enhance the connection and relationship clinicians and patients have with each other and with the Ontario and Regional healthcare system. The eCE meets our goals by supporting the deployment of digital health technologies such as eReferral, eConsult, virtual visits, EMR best practice tools, Robotic Process Automation (RPA), along with collaborative partnerships with regional and provincial agencies. Critical to the success of eHealth initiatives is working with system partners to support priorities that ensure the best care for patients. The eCE's founding vision is one of innovation and partnership, with a mission to be the leading, trusted, digital health partner for primary care and integrated patient care.

Position Description:

Reporting to the VP of Partnerships & Clinical Innovation, the Director of Business Development will lead efforts in expanding eCE business to achieve results. This role will work with eCE Executive team to strategize, plan and execute on new business opportunities for the organization. This will involve leveraging relationships with key stakeholders and industry partners to promote all eCE initiatives and explore new innovative solutions to improve clinical workflows. This position is for a results-driven business professional with expertise in healthcare, a creative leader with a passion for advancing patient care and digital health.

Key Roles and Responsibilities:

- Explore and enable new business opportunities for eCE, create plans and business models, and execute on them
- Engage with organizations (public and private) to promote eCE work and vision and identify new opportunities
- Mine insights from emerging trends and prospect new digital health solutions
- Investigate and recommend business strategies and opportunities in alignment with eCE vision, mission and values
- Develop efficient and suitable strategies to diversify revenue for the organization and execute them
- Drive innovation by continuously taking initiative to identify improvements in clinical workflows
- Manage and report on Business Development work
- Regularly report updates to eCE Executive team
- Perform other duties as required

Experience, Skills and Qualifications:

- Minimum 10 years of relevant experience leading business development work
- Post-secondary degree in Business Administration, Health Informatics, Information Technology, Leadership or equivalent combination of relevant education and experience
 - Master's degree an asset
- Proven track record of success in establishing partnerships in public and private sector
- Experience with not-for-profit organizations an asset
- Knowledge of emerging technology trends in healthcare
- Knowledge of health information systems, technology, and software
- Exceptional communication skills with the ability to effectively engage, collaborate, and build partnerships with key internal and external stakeholders
- Demonstrated agility in learning and acclimating to unfamiliar business areas or technologies
- Prior experience working efficiently in a diverse and fluid working environment
- Ability to travel within Ontario as required

If this position is of interest to you, please send your cover letter and resume to: Human Resources at hr@ehealthce.ca

Feel like you don't meet all the requirements? If you have some of the skills and experience that we're looking for and are willing to learn the rest, we encourage you to reach out to us!

The eHealth Centre of Excellence team is a respectful and inclusive workplace. Upon individual request, hiring processes will be modified to remove barriers to accommodate those with disabilities. Should any applicant require accommodation through the application, interview or selection processes, please contact Human Resources at hr@ehealthce.ca for assistance.

We thank all interested applicants; however, due to the volume of resumes we receive only those selected for an interview will be contacted.