



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 – such as [eReferral](#), [eConsult](#), [Virtual Care](#), [Online Appointment Booking](#), [Patient Forms](#), [EMR Tools](#), and [Automated Solutions](#) – to better serve clinicians and patients across the province. We advocate for the continued and improved use of technology to enhance the connection and secure information-sharing between all clinicians in the patient’s circle of care, as well as communication between clinicians and their patients. We also support clinicians with tools that provide decision support at the point of care and improve data quality, leading to enhanced outcomes for patients.

The eCE works collaboratively with system partners, regional and provincial agencies, Ontario Health Teams, clinicians, and patients to support priorities that ensure equitable, seamless care for all residents in Ontario, and co-leads two provincial programs: the Ontario eServices Program and Evidence2Practice (E2P) Ontario. Our founding vision is one of innovation and partnership, and our mission is to be the leading, trusted digital health partner for primary care and integrated patient care.

Position Description:

Reporting to the VP, Partnerships & Clinical Innovation, the Director, Business Development will work with the 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, explore new innovative solutions to improve clinical workflows and lead the submission of Funding Proposals, in alignment with eCE vision and mission. This work will require matching system needs with innovation solutions and appropriate revenue models. The 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 and execute plans and business models in complex primary care and integrated care markets
- 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 and execute on efficient and suitable strategies to diversify revenue for the organization
- 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 in various market-facing contexts. Post-secondary education 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 sectors
- Experience with not-for-profit organizations is an asset
- Knowledge of and a passion to keep up to date with 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 effectively 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.

The eHealth Centre of Excellence team is committed to employment equity. We encourage applications from all qualified candidates including, 2SLGBTQ-identified persons, persons with disabilities, First Nations, Inuit and Métis individuals, and members of Black and other racialized communities, and individuals who speak languages other than English.

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