

Position description

Director of Strategic Partnerships Australia

Background

At Streamliners, we improve the health and wellbeing of people around the world by enabling:

- Community – collaborating globally for local impact
- Conversations – agreeing about what will work around here
- Clarity – offering clear guidance at the point of care

We work with health and social care organisations across New Zealand, Australia, the United Kingdom, and Canada. Our strong, lasting relationships are built on a foundation of delivering quality platforms and services which improve health outcomes and support efficiency for clinicians. We prioritise bringing organisations together to collaborate through networks like the well-established HealthPathways Community.

Streamliners is growing its membership base so that more people around the world can benefit from our services and we can, in turn, invest in scaling and developing our offering to optimise the value of our services to members.

Purpose of the role

The Director of Strategic Partnerships Australia ensures that Streamliners maintains long term, commercially viable partnerships with government and local health and social care system funders and policy makers, and aligned organisations ensuring retention and growth of membership.

Note: *The role is based in Australia. Specific state or local jurisdictions (regions) this role is responsible for may vary over time, and will be agreed between the individual and their manager.*

Reports to

Vice President Asia Pacific

Direct reports

None

Key tasks and outcomes

Strategy and planning

- Contribute to the Strategic Partnerships global approach, tools and plans to ensure effective and efficient service delivery that balances consistency with individual health system needs.
- Develop and maintain key stakeholder maps for each of the government and local health and social care system funders and policy makers in the specific regions this role is responsible for.
- Develop annual plans for achieving Streamliners objectives to sustain and grow the HealthPathways Community including:
 - Identifying and building partnerships with aligned organisations such as policy influencers, research and evaluation partners and health tech companies.
 - Presentation and attendance at aligned conferences, events and trade fairs.

Operations

Partnerships

- Using the developed and agreed methods and tools, deliver bespoke in-person engagement that:
 - Matches the needs of each member, and of identified stakeholders from government and local health and social care systems and aligned organisations.
 - Is both proactive and planned, as well as responsive to requests or emerging issues.
 - Strategically aligns with our purpose and their objectives, including policy and evidence into practice, delivering visibility of variation.
 - Demonstrates understanding of the opportunities and challenges of their health and social care system and how we can support these.
 - Identifies how HealthPathways will achieve success and optimise value for their health system, including integration, evaluation and efficiency.
 - Enables the establishment and delivery of cohesive programmes of work for members.
- Using the agreed channels, regularly publishes content that establishes and sustains credibility as a thought leader.
- Collaborates on joint initiatives with our partners, ensuring the right people (both internal and external) are identified and engaged to participate effectively and deliver the agreed outcome.

Execution and reporting

- Engagements are results focused, expectations are clear, and a consensus is understood and agreed at the conclusion of each resulting in a positive, sustained relationship.
- Outcomes of engagements and the status of relationships contribute to strategy refinement and are shared with operational teams.

Enabling and oversight of related Streamliners activities

- Maintain awareness of activities and issues involving other functions of Streamliners, in the specific state or country jurisdictions (regions) this role is responsible for.
- Ensure other functions of Streamliners are aware of the status of plans and issues (to the degree that's appropriate).
- Where appropriate, take action to align with and support the activities of other functions of Streamliners.

Company culture

- Support a culture of cooperation, continuous learning, and improvement, and reflect and protect our company values.
- Contribute to the development and implementation of a positive Streamliners culture.
- Encourage and support the development of cultural competency.
- Follow all policies and procedures as set out in the Streamliners individual employment agreement and Streamliners knowledge bases.
- Comply with the information security policies and procedures to safeguard Streamliner's information and any other agreed standard certification regulations.

About the role

Interpersonal relationships

Internal

- Chief Executive Officer
- Directors of Strategic Partnerships
- Community Growth Manager
- Community Success Team
- Community Partnership Clinical Lead
- Clinical Advisor Hospital HealthPathways
- Communications Team
- Marketing Coordinator
- Platform and Operations teams

External

- Government policy makers and funders
- Primary and secondary care health system executives and clinical leaders
- Executives and leaders in partner organisations

- Influencers and leaders in integrated health system thinking, development and delivery
- HealthPathways member executives

About the person

Education

- A bachelor's degree (or higher qualification) in a business related, health or social care field, or equivalent experience in one or more of these fields is also acceptable.

Knowledge, Skills and Experience

This role is based in Australia and will suit a senior health system executive with the following passion, experience and skills:

- A passion for improving the integration of health and social care systems for better patient outcomes and more effective use of the health and social care dollar.
- Proven experience working in teams in the Australian health and social care sector with demonstrable system improvements and integrations achieved in that time.
- Proven experience working in or around Australian national or state departments of health on system and service improvements.
- Exceptional skills for building and maintaining highly trusted, influential relationships at senior executive / clinician level including an existing network within the identified jurisdiction.
- Strong commercial acumen including experience driving organisational growth and revenue.
- The ability to maintain focus and successfully lead others to implement agreed plans.
- Exceptional interpersonal and relationship management skills.
- Strong project and time management, multitasking, and decision-making skills.
- Systems thinking including fluency in, and practical experience with, health system prioritisation frameworks and techniques.
- Excellent written and verbal communication skills including public speaking.
- An effective and flexible collaborator.
- An eye for identifying new opportunities, and creating innovative solutions.

Attributes

- A strong team player.
- An effective collaborator, influencer, mentor, and coach.
- A clear communicator who values clarity for others.
- Highly motivated and proactive.
- A creative and strategic thinker, who is passionate about combining user and business objectives to deliver industry-leading products and services.

- Resilient, self-aware, and composed under pressure.
- Adaptable, with the ability to flex in order to get the best outcome.