

Job Title:	Chief Business Development Officer	Reports To:	CEO
Location:		Travel Required:	
Level/Salary Range:	DOE	Position Type:	FT/Exempt
HR Contact:	Claudria Hurt	Date Posted:	11/21/2021
External Posting URL:			
Applications Accepted By: Email: careers@alliancechicago.org or Fax: 312.274.0069 Subject Line: Chief Business Development Officer			

Job Description:
<p>Position Summary: The Chief Business Development Officer (CBDO) is a member of the Executive Team, responsible for overseeing the development and successful launch of key services and business lines for AllianceChicago Enterprise. Working closely with the Chief Finance Officer and Chief Executive Officer, as well as other members of the Executive Team as relevant, the Chief Business Development Officer helps identify, vet, shape and operationalize new opportunities across all AllianceChicago business service lines.</p> <p>Essential Duties:</p> <ul style="list-style-type: none"> • Scans the market and interacts with staff and clients to identify new opportunities that extend AllianceChicago's service offerings • Assists in the initial definition of a potential business opportunity, including business model, potential market, potential partnerships and alignment with other AllianceChicago business lines and overall strategy • Vets opportunities through exploration with key stakeholders and potential customers, and applies user centered approaches to refine an offering • Understands the potential market and defines reasonable targets to validate opportunities • Works with other members of AllianceChicago Senior staff to understand requirements to launch and support the service • Assembles a rough proforma and outline for a business plan to facilitate decision making • Works with other SMEs to refine proforma and business plan upon determination that an opportunity is desirable/viable • Develops the outline for a workplan for the launch of the service, outlining milestones and objectives • Assists in securing funding, investors, partners to support startup • Oversees the initial operationalization of the plan, including staffing, vendor relationships, marketing approach, and establishment of KPIs • Plans for and accomplishes transition of the business line to an appropriate lead <p>Other Requirements:</p> <ul style="list-style-type: none"> • Maintain relationships with key stakeholders including AllianceChicago clients and potential clients, trading partners, vendors, and national organizations • Represent AllianceChicago Enterprise and affiliated organizations externally • Advance strategic relationships, develop partnership models and direct implementation of proactive and response growth tactics <p>Education/Training/Experience:</p> <ul style="list-style-type: none"> • MBA or equivalent degree in business management/administration, finance, accounting or marketing

- Experience of at least 6-8 years working as a business development officer or similar role
- Proven strong business acumen
- Knowledge of Health Information Technology market space; ideally knowledgeable and experienced in primary care, community health center/not for profit or related markets
- Experience working in Safety Net highly desirable

Desirable Qualities:

- Excellent communication, writing and public speaking skills; able to communicate effectively with individuals of varied backgrounds including clinicians, informatics staff, data analytics staff, and finance and administrative leaders
- Exceptional negotiation and decision-making skills
- Excellent analytical, problem-solving and management skills
- Excellent team building skills
- Detail-oriented
- Ability to work in a fast-paced environment
- Ability to travel as needed
- Ability to inspire respect and collaboration among various disciplines and with other organizations
- Dedicated to promoting health equity
- Relationships on a national level

Leadership Capacities:

- Ability to function at the intersection between strategy and operations
- Ability to support and develop their staff for growth
- Ability to pro-actively manage and adjust priorities in line with evolving operational needs, and environment, and limitations in resources while continuing to support strategic priorities
- Ability to proactively work to break down siloes between different teams/departments
- Excellent communication skills

Working Conditions:

- Flexible in person and remote work, with some requirements for onsite work and travel as needed.
- In office work will include General office setting, extensive telephone and desk work at computer terminal and or visits to clinical sites.
- May be working during on-site visits in clinical environments and settings where medical equipment chemicals, communicable diseases and certain pathogens may be present.
- May be required to lift, carry, bend, reach and stand with small parcels up to 25 lbs.

ORGANIZATIONAL OVERVIEW:

Founded by four partner Community Health Centers in 1997, AllianceChicago's three core areas of focus are Health Care Collaboration, Health Information Technology, and Health Research & Education. AllianceChicago supports the use of HIT to improve quality, efficiency, and access to services in a national network of community Safety Net health care organizations. The mission of AllianceChicago is to improve personal, community, and public health through innovative collaboration.

ADA Statement: The Americans with Disabilities Act prohibits discrimination and ensures equal opportunity for persons with disabilities in employment, state and local government services, public accommodations, commercial facilities, and transportation. It also mandates the establishment of TDD/telephone relay services.

EEO Statement: AllianceChicago believes that all applicants and employees are entitled to equal employment opportunities and maintains a policy of non-discrimination with respect to religion, color, sex, sexual orientation, national origin, age, veteran status, marital status, physical or mental disability, or any other legally protected class in accordance with applicable law, except where a bona fide occupational qualification exists. AllianceChicago will comply with all phases of employment including, but not limited to, hiring practices, transfers, promotions, benefits, discipline, and discharge.

Disclaimer: The above statements are intended to describe the general nature and level of work being performed by employees assigned to this position. They are not intended to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel as qualified.