



JOB TITLE: Strategic Partnership Manager

DATE: January 2022

DIVISION: CareQuest Innovation Partners

REPORTS TO: Vice President, Innovation

JOB FUNCTION: Professional

PAY GRADE: 13

FLSA: Exempt

JOB CODE: PMINV -A,B,C,D

JOB SUMMARY:

The Strategic Partnership Manager plays a critical role in our open innovation efforts to validate and scale solutions that improve access, equity, or integration of oral care for underserved communities. This role is responsible for identifying, evaluating, developing, and managing strategic partnerships across CareQuest Innovation Partners. Through high impact strategic collaboration and partnerships CareQuest Innovation Partners will accelerate and broaden our social impact, increase our visibility in the market and across the ecosystem, and improve company profitability through new revenue streams.

Reporting to the Vice President of Innovation, you will develop and manage business and corporate development efforts, structures, and relationships. You will work with an interdisciplinary group of experts in the fields of business and clinical innovation, impact investing, product development, business intelligence and project management. Together with other groups responsible for advancing innovation and mission related work within the enterprise, you will help to foster our thought leadership in relevant areas of technology, business innovation, and strategy.

This is a hands-on role with great potential for growth and shaping based on the skills and learning pace of the candidate. Successful candidates will be joining a fast paced, start-up on a steep growth trajectory, which they will be able to shape.

PRIMARY JOB RESPONSIBILITIES:

- Proactively analyzes market, industry, venture investing and start-up data to identify mission and strategically aligned partnership opportunities.
- Develops and nurtures impactful professional relationships with key industry and ecosystem influencers, connectors, and stakeholders for the purpose of strengthening existing strategic partnerships and identifying new high value/impact partnership opportunities.
- Develops and maintains a database of all potential innovation ecosystem constituents and partners.
- Builds business cases in support of strategic partnership opportunities, including partnership structure, goals, objectives and KPIs, value proposition, roles and responsibilities, and ROI analysis
- Develops new partnerships via impactful presentations and communications to key internal and external stakeholders to drive toward strategic alignment and partnership / collaboration agreement execution
- Manages relationships with existing strategic partners, including communications, partnership status tracking and reporting, issue resolution, etc.
- Supports the development and management of strategic partnerships within CareQuest Innovation Partners' Innovation Hub, including with start-up, VC, oral care provider, university, and corporate partners
- Regularly communicates and networks with startups, corporations, VCs, universities, and other corporate innovation teams to gauge interest in innovation programs, leveraging existing network and identifying and developing new relationships.
- Structures, compiles, socializes innovation trend and technology reports on an annual, quarterly, and ad hoc basis to inform corporate strategy and as a value add to partners and clients.
- Manages timelines and capacities to handle multiple project tasks at a time.

- Represents the organization in key partner forums
- Other duties as needed or required.

JOB QUALIFICATIONS:

Required:

- Bachelor's Degree in Business, Finance, Healthcare, Marketing, or Science Discipline.
- 5-7 years of experience in healthcare business or corporate development, innovation, entrepreneurship, management consulting, or digital health services.
- 3-5 years of proven track record and demonstrated results in strategic partnerships development and management.
- Exceptional business acumen and savvy, including demonstrated ability to develop business cases with a focus on health insurance, healthcare delivery, and digital health business models.
- Strong financial skills, including deep understanding of financial statements and ability to build P&L financial models.
- Excellent networking skills, creative, deductive, and entrepreneurial thinking.
- Strong ability to understand market trends and data, translate analyses into insights, and develop, close, and execute partnership opportunities.
- Strong analytical and conceptualization skills including visualization of ideas.
- Excellent written and verbal communication skills. Superb PowerPoint skills and experience building and delivering presentations to external and internal executive level business stakeholders.
- Strong customer service and relationship management skills.
- Go-to person, self-starter, responsible, motivated, and dedicated to individual and team success.
- Mission driven and motivated to make a higher-level impact on the health and lives of others
- A team player who can drive to outcomes with appropriate level of team input.

Preferred:

- Master's Degree in Business Finance, Healthcare, Marketing, or Science Discipline.
- Experience with start-up incubators / accelerators or venture capital investing.
- Experience with dentistry and oral health category, including products, services, technologies and business models.
- 3-5 years project management experience, including use of project management tools and concepts. Experience

PHYSICAL DEMANDS:

- Incumbent must be able to communicate effectively.
- Manual dexterity and sitting is required in carrying out position own position responsibilities (i.e. use of personal computer).
- Ability to travel for business as needed, but not to exceed 25% of total work time, on average over the year.
- Incumbent works primarily in either a private or shared office environment.

The specific statements shown in each section of this description are not intended to be all-inclusive. They represent typical elements and criteria necessary to successfully perform this position.

*** In accordance with CareQuest Institute for Oral Health's Compliance Plan, all employees must conduct CareQuest Institute for Oral Health business and activities in accordance with applicable laws, regulations, professional standards and ethical standards and report potential compliance or ethical issues to CareQuest Institute for Oral Health's designated Compliance Officer. ***

CareQuest Institute for Oral Health's Affirmative Action Program affirms our commitment to make reasonable accommodation for known physical or mental limitation of otherwise-qualified individuals with disabilities or special disabled veterans, unless the accommodation would impose an undue hardship on the operation of our business and activities. Please see Human Resources for additional information regarding this program.