



## Regional Operations & Business Development Manager

**Who we are |** Noora Health is a nonprofit startup whose mission is to empower family caregivers with the skills and knowledge they need to take control of their loved one's health. We achieve this by partnering with healthcare providers and providing them with the training and tools they need to better engage patient families. We build capacity at the community level, and place tools in the hands of those who need it most. Born out of the Stanford d.school & YCombinator, Noora Health uses human centered design to reach its goals. If you are excited about working at a startup that is making change and innovating healthcare— join us!

**Role description |** You want to democratize healthcare and are an exceptional problem-solver and leader. You are, of course, a team player and excellent communicator, but you're also an independent and creative thinker, with no problem taking the reins through to completion. You are a doer and a go-getter. You don't like to sit behind shiny glass panels building imaginary plans all day. You like to hit the ground running, get your hands dirty and if required jump in knee-deep waters to not just figure out the problem, but lead from the front to solve it. You have the graces of diplomacy, treat others with humble kindness, while possessing the confident leadership skills necessary to build capacity on the teams that you manage.

You will be involved in our end-to-end engagement with hospitals partners, from helping approach and scope out hospitals to launching and supporting the hospitals in running the program. We have an incredibly hands on process in guiding hospitals through the implementation of our program, but are also using sophisticated tools & technology so that we can efficiently track and monitor the program. You will not only be a "do-er" but an innovator as well - in helping us manage the scale up of our operations and prototype changes to the program that will build a more robust program.

## Objectives and goals |

### **Manage end-to-end launch of Noora Health's program at identified hospital partners (80%)**

- The operations of our program are divided into different phases that include both on-site (requiring travel) and off-site support.
- The various phases will require data collection, managing the relationship with our partner, implementing the various products/resources created by our team, and following up with hospitals to ensure the quality of the program.
- You will be the primary contact and manager for a set of partners, which will include both public and private hospitals.
- You will have a keen sense of what is happening "on the ground" and communicate this to the rest of the team so we are able to adapt our program for each setting.

### **Partnership and Business Development (20%)**

- Scope out hospitals to approach
- Help gather initial leads and conduct meetings with our partner development team
- Help gather insights and innovate on our business and operating model

### **Program Iterations/Product Testing**

- Part of the implementation process may be experimental in nature – we are constantly aiming to improve our service and products, thus gathering feedback on these changes will be crucial

## Requirements

- Based out of Mumbai or Hyderabad for Southern Regional Manager
- Based out of Delhi/NCR for Northern Regional Manager
- Expected project based travel and full time commitment
- Multilingual -- English, Hindi, additional languages preferred
- MBA/management background
- 2+ years of relevant working experience
- Competitive salary

## Applications due January 20<sup>th</sup>

- Please send the following to [anubhav@noorahealth.org](mailto:anubhav@noorahealth.org)
  - a one-page cover letter describing your interest in the position and background, including languages spoken and relevant experiences
  - at least 2 work samples such as papers, presentations or other documents that demonstrate relevant experience
- By January 20th, those who are selected for a phone interview will be notified. 2 professional references will be requested at this stage.