



VACANCY

Business Proposition Manager

Requirements

- Minimum of 10 years' experience
- Consulting background combined with industry experience
- Cross-cultural communication
- Stakeholder management
- Technology and analytics
- Setting up business cases

Amsterdam Minimum of 10 years' experience



Aurelius Life is developing solutions to provide millions of people in emerging countries with access to proper healthcare. Their new Business Proposition Manager will design, prioritize, and implement propositions and services that address local needs and improve hospital operations.





ABOUT THE COMPANY

About Aurelius Life

In emerging countries, healthcare delivery and medical care are often less organized, comparatively expensive, and in need of significant quality improvement enhancements to deliver sustainable results. Entrepreneur Simanta Das established a new hospital in East India that manages to do things differently. His Ayursundra Hospital delivers high-quality care at reasonable rates across all medical specialties. To scale and further improve the model, Das founded Aurelius to raise the level of care throughout the developing world.

Aurelius – backed by significant investment – is a unique company that strives to provide people in developing countries with access to high-quality healthcare at affordable prices. The organization is set up as a combination of two entities: Aurelius Healthcare and Aurelius Life. Aurelius Healthcare focuses on the delivery of care through owning and operating hospitals, care centers and diagnostics under the Aurelius brand. Their strategy is to expand their network through buy and build.



The second entity, Aurelius Life, is building a platform to support the delivery of care for Aurelius Healthcare's hospitals and – in time – also for other hospitals in the developing world. Aurelius Life's services will include, for example, information management through hospital management systems; remote diagnostics; inventory management and financial systems; procurement; and clinical decision support systems.

From their office in Amsterdam, Aurelius Life is launching an innovative healthcare platform. The team works tirelessly to build their organization and establish their business model. Aurelius is a promising start-up with the potential to elevate the level and accessibility of care for the people that need it the most.





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Business Proposition Manager

In an early-stage venture, it is all about priorities. The Business Proposition Manager of Aurelius Life will be responsible for building business cases, prioritizing the services to develop and bringing them to market. They will assess how, when, and where to get the biggest bang for the buck and drive implementation together with the respective Business Owners of the services. The Business Proposition Manager of Aurelius Life will report to the CEO.

To establish priorities, the Business Proposition Manager will combine Aurelius' mission and capabilities with a good understanding of the most urgent needs of hospital organizations in developing countries. They will work closely together with the CEO, Business Owners, internal and external topic experts (e.g., in supply chain, procurement, and clinical decision support systems), and the Development Team to verify the requirements and feasibility of new propositions and services. The role involves frequent travel to learn about local challenges firsthand.



Short-term, the Business Proposition Manager will focus on two specific propositions. First, they will develop a procurement and supply chain management approach for medicine. Key questions revolve around e.g., whether to keep own stock or to be a facilitator of transactions between pharma companies and care providers. Second, the Business Proposition Manager will focus on structured data collection and utilization, for example for clinical decision support systems and hospital management systems. They will scan the supplier market, decide on build versus buy, and work with doctors and hospital executives to address their needs.

The opportunity to join Aurelius Life at this early stage is exciting. It offers the Business Proposition Manager a chance to help shape the organization and contribute to the advancement of medical care in emerging countries. •



Interested? Aurelius Life has appointed Top of Minds to fill this vacancy. To express your interest, please contact Annelijn Nijhuis at annelijn.nijhuis@topofminds.com.



“Working in emerging countries requires flexibility, pragmatism, and a feel for adventure. A Business Proposition Manager who combines these qualities with strong cross-cultural stakeholder management and analytical prowess will be able to help us make a difference in many people’s lives.”

Hans Jakob Burkens, CEO