Job Posting

Position: Manager, Innovation & Strategic Partnerships  
Department: Strategic Services  
Reports to: Director, Innovation & Strategic Partnerships  
Location: 1 Dundas Street West – Toronto  
Status: Permanent full time  
Posting: 594

Plexxus is a not-for-profit shared services organization which provides value added services to its Member hospitals. Plexxus serves a diverse group of hospitals consisting of specialty, community based, academic and research hospitals. Plexxus Member hospitals include: Holland Bloorview Kids Rehabilitation Hospital, Lakeridge Health, North York General, Sinai Health System, St. Joseph’s Health Centre, Scarborough and Rouge Hospital, Sunnybrook Health Sciences Centre, Toronto East Health Network, University Health Network, and Women’s College Hospital. Plexxus Customer hospitals include: Campbellford Memorial Hospital, Haliburton Highlands Health Services, Mackenzie Health, Markham Stouffville Hospital, Northumberland Hills Hospital, Peterborough Regional Health Centre, Ross Memorial Hospital, Royal Victoria Regional Health Centre, Southlake Regional Health Centre, and Stevenson Memorial Hospital.

Plexxus provides Transactional (distribution, logistics, purchasing), Strategic (sourcing/strategic sourcing, spend management, supplier management, contract management, product support) and Support and Enablement (information technology, data management, corporate) services to its Members.

The value proposition to the Members has three elements; Financial Value (contribute to offsetting increasing fiscal pressures by generating savings for our hospitals and managing the cost of our services), Operational Value (support the ability of our customers to focus on delivering patient care by providing excellent service) and Strategic Value (enable collaboration and future value creation for our Members by leveraging shared resources).

**VISION**: Plexxus is the leading shared service organization in Canadian healthcare.

**MISSION**: Plexxus relentlessly delivers value to its Members and Customers through service excellence.

**VALUES**: Excellence, Responsive, Accountable, Collaborative

**Background:**
Innovation procurement and value-based healthcare are major policy initiatives in Canada and across jurisdictions.

The Conference Board of Canada Innovation Procurement Council has identified that, “the sustainability of Canada’s healthcare system will depend in large part on innovations that can enhance the efficiency, safety, quality and productivity of health care services. The purchasing power in the healthcare system could boost innovations in the health care sector and improve system performance. Canada has a compelling opportunity to accelerate the development and adoption of innovation in public health. The procurement function is evolving, shifting from procuring commodities to procuring for outcomes and solutions.”

As part of the recent Plexxus Member Renewal process, Plexxus committed to support its Members and Customers in the introduction and adoption of innovation procurement methodologies and an increased focus on driving value creation more broadly. Since this time, Plexxus has been successful in installing a new ‘innovation and strategic partnership’ service offering built around 4 pillars:

1. Innovation in procurement
2. Procurement of innovation
3. Strategic partnerships
4. Revenue cycle maximization

In order to support the successful execution of this mandate, Plexxus is seeking to recruit a Manager, Innovation and Strategic Partnerships to work with the Plexxus team, our Members/Customers and industry stakeholders to facilitate and accelerate the adoption of innovation and support Plexxus in creating value for patients, hospitals and the broader healthcare system.

Reporting to Director, Innovation and Strategic Partnerships, key accountabilities include:

- Manage innovation/strategic procurement funnel of activities across hospitals through managing monthly meeting cadence with hospital stakeholders and account/category management teams.
- Conduct groundwork to qualify opportunities and make recommendations to the team on which to pursue.
- Work closely with Sourcing staff to support ongoing implementation of innovative hospital strategic sourcing initiatives.
- Support the development of CRM capabilities, processes and tools.
- Support the development and execution of large scale strategic sourcing initiatives.
- Attend key working group meetings and support sourcing team.
- Manage updates and communication between hospital, Account Management and Sourcing functions.
- Support the development of analytics to enable decision making where necessary.
- Represent Plexxus on committees and Working Groups as appropriate.
- Support development of innovation procurement and value based healthcare methodologies, processes and tools/intellectual protocol.
- As required, assist stakeholders with proposals to access funding for innovation projects.

Qualifications:

- 5-10 years' experience, in progressively more senior roles, preferably in the healthcare sector/industry.
- Experience in the Canadian healthcare environment including funding and emerging models; familiarity with other healthcare jurisdictions an asset.
- Demonstrated experience in implementing new concepts and driving change. Experience in complex strategic sourcing initiatives an asset.
- Demonstrated experience translating leading practices and methodologies into unique and specific contexts.
- Demonstrated experience working in fast pace/changing environments requiring the need to take feedback and direction in order to pivot on a chosen approach.
- Excellent communication and relationship building skills.
- Proven ability to impact, influence and interact with various levels internally and externally.
- Demonstrated experience in stakeholder engagement and management, e.g. customer, supplier, government.
- Ability to work effectively and collaboratively in a matrixed environment.
- University degree required.
- SCMP designation an asset but not required.

Plexxus Core Competencies:

- **Business Acumen** - Understanding general business and financial concepts, understanding the company’s business, and using both general and specific knowledge to be effective.
- **Relationship Management** - Developing and maintaining positive relationships with individuals outside their work group, and actively seeks to build relationships that are important to the business.
- **Organizational Awareness/Alignment** – ability to understand and manage the power relationships in Plexxus and in other organizations (e.g. Members, suppliers), including ability to define real decision makers.
- **Influencing and Persuading** – able to convince others to adopt a course of action without being excessively aggressive or pushy. Understands their audience and modify their method of persuasion accordingly.
- **Interpersonal Communication** - communicating clearly and effectively with people inside and outside of the organization.
- **Planning and Organizing** - effectively organizes and plans work according to organizational needs by defining objectives and anticipating needs and priorities.
- **Customer Focus** – genuine desire to meet customer needs and expectations, and to teach others to do the same.
- **Driving for results** – challenges/pushes the organization and themselves to excel and achieve.
- **Decisive Judgment** - makes good decisions in a timely and confident manner.
- **Courage of Conviction** - willing to stand up for issues/positions he/she strongly believes in, even in the face of dissent or unfavourable consequences
- **Resilience** – Effectively dealing with work related problems, pressure, and stress in a professional and positive manner.

Interested candidates please apply by resume to Plexxus Human Resources at careers@plexxus.ca
While Plexxus thanks all applicants, we advise that only those who qualify for an interview will be contacted.

Plexxus is committed to providing accessible employment practices that are in compliance with the Accessibility for Ontarians with Disabilities Act (AODA).

**Posting Date:** August 24, 2017  
**Closing Date:** September 7, 2017