

Position: Regional Manager Asia

Location: China

Axios (www.axios-group.com) International is a consulting company founded in 1997 that specializes in strategic advice and technical assistance to improve healthcare delivery services in low- and middle-income countries. We deliver pioneering solutions to increase access to medicines, diagnostics, and healthcare services through the validation of new health care delivery models and methodologies. Over 8 million people (January, 2009) have received tests or treatment through Axios managed programs (NB. patients may receive more than one service), available via the portal www.accesstotreatment.org. We help modernize healthcare infrastructure and systems. Axios develops and advises on creative commercial strategies to improve the affordability of medicines in low- and middle-income countries.

Our services include strategic access strategies designed for clients with important markets in middle-income countries including China and Southeast Asia. We validate new healthcare delivery models and methodologies, and we mobilize stakeholders from across the healthcare community, ensuring local ownership and positive client image. We work through partnerships with governments and communities to create sustainable solutions. Our unique advantage is our global network of 11 offices worldwide and currently reaches 64 countries through our programs. This gives us large intervention capabilities and a repository of comprehensive data and local knowledge. We are experts in chronic diseases including cancer, HIV/AIDS, diabetes and cardiovascular diseases. Axios also works closely with its sister company, the Axios Foundation, a non-profit organization focused on the in-country implementation of philanthropic healthcare programs. The two institutions work hand-in-hand to optimize the impact of their initiatives.

Position Purpose

The purpose of the job is to lead the operations in the Asia region and particularly China, Thailand, Indonesia, Philippines, Malaysia, including Axios representation in the region, building relationships with clients, Governments, local key partners and stakeholders.

Duties and Responsibilities

- Ensure through the country teams smooth execution of projects
- Build Axios capabilities in the region by ensuring that Axios has the expertise and capacity to achieve its strategic objectives in the region
- Directly lead the team in China (5 direct reports) and support the project managers in the other countries
- Implement Axios business development strategy in the region and particularly in China
- Work with the team in Asia on building strong and long term relationships with the clients. Ensure that clients are very satisfied with the work
- Effectively assist in developing and managing the relationship with the key national and international stakeholders in the region, especially in China
- Ensure that Axios' strategy, plans and operations are aligned with the stakeholder's priorities
- Communicate and coordinate with stakeholders and Axios management team in resolving pending questions and issues

- Represent Axios in the region

Relationships

- Develop excellent relations with the Government, clients and key stakeholders in the region, especially China. Works with partners such as governmental agencies, NGOs, political affiliations, and communities
- Work with team leaders of Axios institutional network (INET), program managers of the donations and access programs and the Director of Donations as well as the various divisions and department of Axios.

Special Skills and Knowledge

- Politically savvy
- Diplomatic skills are necessary to interact with a range of people on different levels and with various cultural backgrounds
- Leadership skills
- Outstanding verbal and written communication skills
- Fluency in English and ability to work in an international environment
- Excellent computer skills (particularly Microsoft Office and Power Point)
- Results driven
- Ability to work autonomously and deliver timely results
- Ethics and Values
- Ability to handle conflict and work under pressure
- Presentation skills
- Willing to travel

Educational Background and Experience

- Advanced degree in health-related sector discipline with management experience
- Or Advanced degree in management with healthcare experience
- Experience in dealing with multiple stakeholders
- Knowledge of Mandarin is a plus

Job Circumstances

- The position will be based in Beijing
- Frequent travel within and across SEA will be required
- Flexibility in working hours is essential