

# Director of Business Development & Infrastructure for a **Victorian Hospital**

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## THE ORGANISATION

Our client is a provider of adult medical, surgical and mental health services and a range of community and outreach services. The hospital is a major teaching; research and tertiary referral centre including in-patient and ambulatory care and provides a range of medical and surgical specialties, supported by allied health services. With revenues in excess of \$450million and superior delivery of medical services, our client is recognised as a leader within the health sector and community.

## THE ROLE

Following a recent re-structure, a new role has been created for a Director of Business Development and Infrastructure with demonstrable experience in business development and opportunity capitalisation to help drive the organisation towards its strategic and operational goals.

## THE REQUIREMENTS

The role is responsible for the identification and development of new business lines, cost improvement opportunities and infrastructure initiatives across clinical support and for the overall management of property, equipment and infrastructure.

To be successful in this key role you will need:

- Demonstrated capacity to develop and capture new business opportunities and manage infrastructure and capital projects
- Demonstrable experience in line management within a commercial organisation
- Good understanding of property, leases, contract law and major hospital equipment

- Proven track record of success (delivery of financial targets and operational excellence)
- Superior judgement, analytical and problem-solving skills
- Strong negotiation and procurement skills
- An adaptive and collaborative leadership style ensuring excellent communication to individuals and empowerment of staff

## APPLICATIONS

Please forward a current CV and covering letter to [office@oppeus.com](mailto:office@oppeus.com) quoting “**Director Business Development & Infrastructure**”. For a confidential discussion, please call James Lazarus on 03 9661 8000.