



## JOB OPENING

**Chief Executive Officer – Amref Enterprises Limited (AEL)**

**REF: Amref/Chief Exec Officer/2019/09-01**

1	IDENTIFICATION	
1.1	JOB TITLE JOB GRADE REPORTING TO	<b>Chief Executive Officer</b> <b>TBD</b> <b>Substantively to Amref Enterprises Board and dotted to Group CEO</b>
1.2	DEPARTMENT/PROGRAM/PROJECT	<b>Amref Enterprises Limited</b>
1.3	PHYSICAL LOCATION	<b>Nairobi</b>

### BACKGROUND

Financial sustainability is a critical component of the Amref Health Africa model. Amref Enterprises Limited (AEL) exists to fill that function of the model, acting as an economic engine that fuels sustainable growth of Amref Health Africa's non-profit vision of Lasting Health Change for Africa. Amref Enterprises vision and mission are in direct support of Amref Health Africa's vision and mission.

### PURPOSE:

**The Chief Executive Officer** provides a link between AEL board and management. The CEO will provide strategic leadership and direction to AEL combining strategic leadership and tactical execution on the design and implementation of a comprehensive and evolving suite of AEL solutions, services and products. This position will oversee strategy, financial management, technology direction and business operations for the AEL ensuring alignment across all business lines as well as with the Amref Health Africa vision and mission

### PRIMARY RESPONSIBILITIES:

- Growth of the Amref Enterprises Limited (AEL) portfolio from ideations to testing, scaling, integration and business;
- Support completion of the establishment of the Amref Enterprise (Documents, Brand, Transactions);
- Drive Fix and Build phase of the Amref Enterprises Limited strategy-Fix the existing Business lines via establishing and implementing efficient business processes and lean operations;
- Gain market share ensure profitability of the business lines and achieve required Business Plan (BP) surplus targets;
- Support collaboration across the Amref entities to unlock synergies;
- Drive revenues from cross selling initiatives;
- Support the drive for strategic investment to grow control in the healthcare value chain;
- Ensure a strong brand image for Amref Enterprises Limited leveraging Amref brand;
- Professionally and favourably represent AEL via conferences, speaking engagements, and donor events, governments, media, and corporations as required
- Generate sales through strategic partnerships as per Business Plan and drive and support development of value adding partnerships;
- Grow and develop non-traditional markets while strengthening distribution and improving productivity and persistency as per Business Plan;
- Ensure strong team is in place for the business, with clear deliverables and accountabilities and a winning as one culture strongly in place;
- Raise and manage the level of risk management, controls and governance for all Amref Enterprises Limited business lines;

- Ensure the Board and Group Management is adequately appraised about the operations of the organisation and submit recommendations to the Board for its approval with respect to matters requiring Board approval under applicable law, or as required by the Board mandate or requested by the Board;
- Work with other Amref Health Africa leadership as a member of the Senior Leadership Team

#### **PERSON SPECIFICATIONS:**

##### **Academic Qualifications and experience**

- Bachelor's degree in Business, Public Health, Medicine or related field; Master's degree preferred
- Must have 4-6 years of business experience in developing markets
- Startup for-profit, hybrid, or other social enterprise experience required
- 3-5 years' experience in challenging leadership roles
- 2-3 years' experience in building strategic funding and business partnerships
- Experience managing a minimum of \$5M annual budget
- Experience in pitching and working with impact investors an added advantage

##### **Desired Skills & Attributes**

- Fully comply with Amref Code of Conduct and policies – live our values, become recognized as a model servant leader in the organization
- Clear passion for service and fighting social injustice
- Strong leadership and management skills – be proactive and independent, take initiative and be able to operate effectively with little supervision
- Ability to set expectations upfront – hold your team or those working with you accountable for their actions
- Use feedback to develop your teams and to grow as a professional
- Very personable – easily gains the trust and confidence of others
- Deliver very high quality products directly and through your teams in a timely manner – very effective verbal/ written communications skills, strong presentation skills using various media
- Strong financial modelling skills
- Ability to build and grow effective partnerships
- Operate calmly and decisively in high stress situations, adapt easily to rapidly changing work environments
- Capable of making important decisions in a timely manner with successful outcomes on limited information
- “Getting the job done” – even if this means long/unusual hours

##### **How to apply**

If you feel you are the right candidate for this position, please quote the reference number **(REF: Amref/Chief Exec Officer/2019/09-01)** as the subject line of your email send your CV and motivation letter to [ExecutiveSearch@Amref.org](mailto:ExecutiveSearch@Amref.org) by latest **Friday August 23, 2019**.

*Duly note that Amref Health Africa does not require applicants to pay any money at whatever stage of the recruitment and selection process and have not retained any agent in connection with recruitment.*

*Amref Health Africa is committed to safeguarding and promoting the welfare of children and expects all staff to share this commitment. Amref is an equal opportunity employer and has a non-smoking Environment policy*