DIRECTOR, GLOBAL BUSINESS DEVELOPMENT

American Health Information Management Association (AHIMA) has a wonderful opportunity for a Director, Global Business Development position.

Position Purpose

The Director advances the Association’s global presence in terms of business expansion, membership growth, and services and program initiatives and supports the Association’s strategic mission. The position establishes and secures business and cooperative relationships with senior-level governmental officials, business executives and educational leaders locally, regionally, and globally for purposes of business development. Develops and implements business strategies to secure projects and global expansion.

The position is responsible for the following:

- Responsible for identifying and evaluating new global business opportunities, establishing priorities, developing the strategies to execute on selected opportunities, build relationships with potential business partners and maintain/grow business relationships.
- In conjunction with AHIMA EVPs and other executives, develops detailed global business development strategic and tactical plans with clear deliverables and objectives focused on increasing business. In partnership with the sales team and the Association’s business unit stakeholders, formulate and execute a sales strategy to exceed revenue objectives.
- Establishes and maintains relationships with US and foreign governments, corporations, NGOs, and development agencies to understand their business objectives and facilitates collaborative opportunities with various programs of the Association. Negotiates business terms to close deals.
- Represents the broad capabilities of the Association in global initiatives and events.
- Generates proposals, concept papers and other materials necessary to market the Association’s programs to global audiences.
- Markets the Association to US and global stakeholders. Evaluates, suggests and implements high-visibility activities in specific geographic regions. Travels internationally frequently to leverage existing relationships, develops new opportunities, and cultivates strategic relationships.
- Develops, maintains, and reports on metrics to gauge projects’ economic impact to the Association and to target regions.

Position Requirements

- Bachelor’s degree in international relations, global marketing or similar area of study or comparable experience needed.
- Advanced degree in the field preferred.
- Strong Business Development skills and 9-12 years of business development experience required.
• Exceptional relationship management skills at the Executive or high-ranking level a must.
• Experience launching association(s) or business(s) in global expansion required.
• Experience with working with foreign healthcare structures, government and academic settings strongly preferred.
• Experience in Healthcare and Technology fields is desirable.

Contact
If interested in becoming part of the AHIMA team, please e-mail your resume with salary requirements to: hr@ahima.org

About AHIMA
AHIMA is the premier association of health information management (HIM) professionals. AHIMA represents more than 101,000 health information professionals. AHIMA is committed to advancing the HIM profession in an increasingly electronic and global environment through leadership in advocacy, education, certification, and lifelong learning. AHIMA is recognized as the premier source of “HIM knowledge,” the respected authority for rigorous professional certification, and one of the industry’s most active and influential advocates in Congress.