



## **11TEN Innovation Partners – Manager, Strategy & Operations**

- >> **Are you interested in driving innovation to solve some of the world’s most pressing problems?**
- >> **Are you a results-driven strategic thinker that wants to collaborate with Fortune 500 companies and startups to develop new businesses, products, and services?**
- >> **Are you looking for rapid career growth and opportunity?**
- >> **Do you want to join a group of successful, passionate, and highly networked innovators?**

**If YES, check out 11TEN Innovation Partners, where we help businesses accelerate innovation through the power of ecosystems: 1 + 1 = 10 or 11 | TEN. Apply today and start *#RealizingInnovation*.**

11TEN Innovation Partners is a fast-growing innovation strategy and operations firm that manages the development, strategy, and administration of innovation projects, ecosystems, and programs for Fortune 100 companies and high-performing startups. We are seeking a Manager to join our Innovation Strategy and Operations team – someone who is entrepreneurial-minded and passionate about working throughout the innovation process to bring new healthcare technologies and partnerships to life. As an early member of the team you will have the opportunity to help set the foundation of the business while taking ownership of your client partner projects.

### **Primary Responsibilities**

- Leading the execution, facilitation, and overall management of projects, including critical thinking, solution development, and high-quality deliverables/presentations
- Managing and/or facilitating workstreams and associated workplans/deliverables of innovation strategy, product, and delivery projects, including strategy development, end-user problem definition, research and discovery, product prototyping and development, pilot and validation, and design and solutioning workshops
- Developing and guiding the development of presentation decks, process maps, innovation prototypes, future state recommendations, data analyses, business cases, design/user experience mapping, financial models, or associated deliverables for consulting projects
- Facilitating and/or supporting partner/client interviews, focus groups, and design-thinking sessions to inform ideation, problem identification, and solution design
- Supporting the management and development of client partner innovation roadmaps to accelerate areas of innovation, including alignment with end-user defined opportunities and ecosystem partners as well as evaluation, development, and integration of new product and service offerings
- Leading innovation hub partner and client interviews and meetings – including innovation program development and new partner onboarding
- Managing and/or building relationships with key innovation partner and client stakeholders

- Researching relevant industry problems/trends/challenges/unmet needs and associated recommendations, frameworks, etc.
- Researching and tracking ventures/startups, funding/deals, and exits in relevant industry areas
- Supporting internal and program partner's PR, marketing, and events including generating blog posts, press releases, and social media content
- Supporting the development of a high performing and inviting culture
- Mentoring and developing junior practitioner team members in project delivery and career development

### **Qualifications**

- Bachelor's degree required; advanced degree (i.e. MBA, MPH, MHA, PhD, MD) in a discipline related to business, engineering, technology, and/or healthcare, or equivalent practical experience strongly preferred
- Minimum of 5 years of experience in innovation strategy, technology, and/or healthcare consulting, or other relevant field
- Previous consulting experience at a top tier firm with knowledge of the innovation strategy process and healthcare value chain is strongly preferred
- Experience and comfort in leading/supporting business development efforts (e.g. writing proposals/SOWs, identifying and supporting development of follow-on consulting opportunities)
- You apply critical thinking and analytical skills; you can break down complex problems into component parts, perform research, structure and analyze qualitative and quantitative data, and present viable solutions with support
- You are willing to travel as needed (anticipated up to 25%)
- Applicants for employment must have work authorization that does not now or in the future require sponsorship of a visa for employment authorization in the US

### **Commitment to Diversity**

11TEN is an Equal Opportunity Employer and does not discriminate against any employee or applicant for employment because of race, color, sex, age, national original, religion, sexual orientation, gender identity, status as a veteran, on the basis of disability or any other federal, state, or local protected class. 11TEN actively welcomes and encourages individuals of diverse backgrounds to apply for this position as we are committed to building and sustaining an inclusive and equitable working environment.