



Who are we?

Virtus Health Limited (ASX: VRT) is the largest provider of assisted reproductive services in Australia. We are also a market leader in Ireland, Denmark and have a growing presence in Singapore and the UK. Globally, we run 43 fertility clinics and in Australia we also operate seven day hospitals nationally and the Virtus diagnostic and pathology service.

We are searching for a **Business Development Manager - VIC/TAS** to join our team. This role will report to the Managing Director – VIC/TAS with a dotted line to the Group General Manager, Business Development and is a key member of the operational team.

Who are you?

You are ambitious. You want to be part of the growth of a business, and you want to make a difference. You build relationships and manage multiple stakeholders with ease. You are proactive in your approach and like to challenge the status quo. You develop innovative strategies to grow businesses, build connections and drive productivity in teams. You are resilient, hard-working and a team player.

Imagine if we get together...

This is an exciting opportunity for the right person. A brand new role, the Business Development Manager – VIC/TAS will support the growth of our fertility businesses, Melbourne IVF and TasIVF. You will build market share, expand referrer networks and grow our doctors' practices. You will also lead a team of skilled and knowledgeable people who drive daily lead conversion.

Essential Qualifications

- You have tertiary level qualifications
- You have a minimum 5 years' experience working in business development roles
- You have experience managing people
- You may or may not have healthcare experience
- An understanding of marketing principles is desirable but not essential

Key responsibilities will include:

- Develop long-term strategies to drive growth and awareness across consumer and referrers markets in Victoria and Tasmania, in conjunction with the Managing Director.
- Identify rising business opportunities through the analysis of market insights across Victoria and Tasmania, in conjunction with the Managing Director.
- Identify new channels to drive leads and appointments into our fertility businesses
- Identify and execute key opportunities to build long-term and productive referrer relationships, and grow our local referrer networks.
- Develop innovative ways of connecting with consumer and referrer markets.
- Build long-term and mutually beneficial relationships with our fertility specialists across Victoria and Tasmania, identifying areas of growth for their respective practices.
- Lead the public liaison team in Victoria and Tasmania; this role has 3 direct reports.

Our culture

We are a team with a clear purpose: we work together to continuously improve the care and services we provide.

We see a future where everyone in the community has the opportunity to create a family. Patient care, scientific and clinical leadership and a passion for making a difference to people's lives is always at the forefront of our minds. Collaboration, agility and the curiosity to investigate new ideas is how we will continue to grow as a market leader.

How to apply

Please send your CV and covering letter to: Libby.ONeill@mivf.com.au