



The
**Teresa
Group**

Do you have a passion for advocacy and education? Do you care about your community and want to make a difference in the HIV/AIDS sector? Do you have a passion for Human Rights and Health Care? The Teresa Group is seeking an ambitious and resilient **Manager of Advocacy, to join us in our journey of helping businesses be better together.**

What Matters to Us:

Thirty-one years ago, in Toronto, Canada, our organization championed the belief that businesses work better together when they commit to actively listening and responding to each other's feedback.

The Teresa Group remains one of a handful of organizations in North America that are specifically focused on children and families affected by HIV and AIDS.

As the nature of the epidemic changes, the time is ripe for The Teresa Group to provide strong leadership across Ontario and in Canada through policy engagement, advocacy, raising our profile, development resources, sharing lessons learned and embarking on new collaborations with partners in Ontario.

The Manager of Advocacy will be responsible for leading the development and execution of the HIV/AIDS strategic business plan, support the tactical execution and overall promotion/positioning for the HIV franchise which includes both HIV Treatment and HIV Prevention (Prep).

The successful candidate will be a lead the development of the HIV/AIDS lifecycle plan and support the launch of new products/indications in the category.

The candidate will provide strong leadership skills with an ability to set a vision, lead change, drive results, and manage direct reports and the cross-functional therapeutic team.

This position reports into the Executive Director at The Teresa Group.

The candidate will utilize multiple sources of information (e.g., primary, and secondary market research, advisory boards, competitive intelligence, advocacy periodicals and marketing materials) to uncover insights relevant to the development of franchise strategy and tactical plans.

The candidate will contribute to the formation of the TTG agency strategy for HIV/AIDS and the overall Brand Plan and Promotional Plan for Action in the HIV/AIDS community.

The candidate will lead in the development of tactical plans, messaging and communication strategy, and other customer initiatives aligned to the field marketing domestically and globally.

Supports the planning and execution of customer and promotional strategy at key scientific conferences

Provides management and leadership to direct report(s); establishes focus, define clear roles and responsibilities, set priorities, manage work plans, and coaches and develops employees

Collaborates extensively across the organization to align strategies and execute tactical plans specifically with the cross-functional therapeutic team and senior leadership for PHAC reports.

Optimizes agency utilization and other external resources to address needs

Who We're Seeking to Join Our Global Client Development Team:

Reporting to our Executive Director, The Advocacy Senior Manager will as a successful candidate who ideally holds proven experience in advocacy and relationship management across the HIV/AIDS sector.

The candidate must have experience in providing administrative support to families, youth, and individuals living with HIV.

The successful candidate will understand how to liaison between nonprofit, corporate, government and individuals who are trying to understand the HIV sector.

The candidate must be willing to work in a team environment and must be have patience, empathy, and a clear understanding of living with HIV/AIDS.

What Success Looks Like in this Role:

Provide organizational, sales and client service leadership for the Advantage Global business. Specific responsibilities include:

- Build strong business relationships with our corporate partners and community-based clients ensuring that they are gaining value and insights from your work with them and that you strengthen their advocacy for Advantage
- Achieve client portfolio goals and meet new business development targets set out by PHAC
- Work closely with the Fundraiser, ED, and Finance Officer ensure alignment to business strategy and processes including meeting all targets and requirements for financial reporting – budgets, forecast estimates for clients across global and local investments
- Work closely across appropriate functions of the business to meet the needs of your clients and in developing client programs and educational initiatives.
- Exercise strong business acumen and negotiation skills to achieve win agreements with your clients
- Provide leadership to and support Market leaders on developing and nurturing the collaboration with global clients at country level
- As a thought leader, help to enhance the Advantage brand within the FMCG community through keynote presentations, conference/association participation, white papers, published articles, and other similar efforts

Where You'll be Located:

The candidate will ideally be based in Toronto, ON. Currently all Teresa Group Employees are working in a hybrid environment and rotate between working in the office and from their homes.

Travel will be limited during the global pandemic, as many presentations and sales meetings may be conducted virtually.

If travel and business restrictions change, expectations on travel may evolve to include travel:

1. To client and retailer offices for presentations and meetings (more in the second half of the calendar year)
2. Occasionally to Toronto Office
3. Relevant conferences or industry events

The Capabilities and Skills that Matter:

- Experience working in the HIV/AIDS sector
- Strong network of global contacts amongst Advocacy Partners Across Ontario and Canada.
- A strong client-service and business development orientation
- Practical understanding of market research principles / concepts as well of Advantage Products
- An ability to manage complex consulting projects
- Strong written and oral communication skills at top management level, especially in a virtual environment
- Ability to digest insight from data and create story-telling style presentations
- Ability to work independently and an entrepreneurial mindset a positive attitude, zest for learning and always seeking innovations and efficiencies
- An ability to create and foster strong inter-departmental communications advocating for clients' interest
- Good listening skills, be obsessed on knowing and understanding client needs
- Strong sense of urgency

Qualifications:

- Bachelor's degree in a health or science-related field or equivalent.
- Recognized college certification in clinical research (ACRP or SOCRA) mandatory
- Minimum three (3) years appropriate professional experience in the HIV /AIDS sector
- Minimum one (1) year Advocacy & Marketing research experience in the HIV/AIDS sector
- Demonstrated knowledge of research regulations and guidelines for the HIV/AIDS sector
- Demonstrated attention to detail
- Exceptional organizational & time management skills
- Ability to multi-task & perform in a fast-paced environment
- Well-developed leadership skills
- Ability to work well independently as well as part of a team
- Strong analytical & problem - solving skills
- Mentor/training experience an asset
- Self-motivated
- Strong verbal and written communication skills
- Excellent listening, conflict resolution skills
- Proficiency with Microsoft Office Software (Outlook, Word, Excel, PowerPoint)
- Client service oriented, with the ability to effectively work with diversity and appreciate that people with different opinions, backgrounds and characteristics bring richness to the challenge or situation at hand

Vaccine Policy

- Vaccines (COVID-19 and others) are a requirement of the job unless you have an exemption on a medical ground pursuant to the Ontario Human Rights Code

Job Type: Full-time, Permanent

Salary: \$58,500-\$68,500

Benefits:

- Casual dress
- Dental care
- Disability insurance
- Employee assistance program
- Employee stock purchase plan
- Extended health care
- Flexible schedule
- Life insurance
- Paid time off
- Vision care

Schedule:

- 8-hour shift
- Monday to Friday (Currently we are working in a hybrid environment)

Experience:

- 3- 5 years (required)

Work remotely: Yes (Hybrid Environment)

The Advocacy Manager is an integral part of the strategic plan and build for the next five years at The Teresa Group.

The Advocacy Manager will be responsible for coordinating and implementing TTG Ontario's advocacy strategy which is part of the strategic mapping over the next five years.

This individual will play an integral role in managing, both proactively and reactively, advocacy-related issues on campus.

The Advocacy Manager will cultivate relationships with the community at large and corporate partners through Canada, US and Internationally.

To apply, please email a resume and a cover letter that details how your qualifications and competencies match the position to:

jobs@ttgtoronto.ca

Application deadline: November 6th, 2021.