



## Program Manager – *Franchise Development*

**Job Location:** Chennai  
**Type:** Regular full-time

**About the role:** Replicate and scale a commercially sustainable healthcare delivery model for public health products, targeting reproductive, maternal, newborn, child, and adolescent health (RMNCH+A), leveraging the existing **ayzh** network in a symbiotic manner. This involves overall responsibility of end-to-end management of research and development, pilots, program implementation, program expansion, ongoing program monitoring and evaluation, and sustainability for **ayzh**. The goal is to significantly increase availability and access of **ayzh** products as a path to scaling our impact.

### **Responsibilities:**

- Lead a replication and scaling pilot of our delivery model across southern India, which will include the development and launch of **ayzh** “expansion units” (production and distribution hubs). Ultimately, this person will support the production, distribution and sale of 12,000 affordable safe delivery kits to health institutions in new underserved districts (via extension units) in Year 1.
- Identify and screen regional Indian partner organizations for the expansion pilot; these non-profit organizations exist to provide employment opportunities for local women, who will assemble and package **ayzh** products.
- Define and create regional market of health institutions for each new hub to which **ayzh** products will be sold
- Prepare each hub for pilot launch (provide training and infrastructure)
- Manage field staff, monitor progress, and engage in capacity building of field staff.
- Coordinate monitoring and evaluation to understand the viability, social impact and sustainability of each hub.
- Refine scaling strategy for additional expansion units in new geographies
- Develop and standardize reporting methodologies to communicate updates internally and to funding partners, supporting the development of quarterly reports

### **Qualifications:**

- University degree in Business, Marketing, Economics or International Development
- Minimum 3-5 years of related experience, including franchise development, program development and management, project sales and regional expansion, and/or program Monitoring & Evaluation
- Flexibility of travel to project sites
- Ability to work in a collaborative environment and effectively manage an entire team and follow standard protocols
- Outstanding organizational and project management skills, ability to manage multiple priorities in a fast-paced and changing environment
- Excellent knowledge of Microsoft Office and general computing skills
- Effective oral, written communication skills with ability to produce high quality written work
- Knowledge of multiple regional languages a plus

**About ayzh:** ayzh is a social enterprise that develops and distributes low-cost, appropriate technology designed to meet the unique needs of women and health institutions in low-resource settings, targeting the time around childbirth. Through the sale of our customizable “kit style” products (namely our Clean Birth Kit- JANMA), our sustainable and scalable model increases availability and access to proven health commodities, while providing economic opportunity to local Indian women who package and assemble our products.