



Position: Lead, Primary Health Care (PHC)
Site: Hybrid: MaRS Discovery Tower (Toronto) + Work from Home
Organization: Grand Challenges Canada
Reports to: Grand Challenge Portfolio and Mental Health Lead
Status: Permanent, Full-Time
Salary: \$123,919/year + benefits

[Grand Challenges Canada](#) (GCC) is dedicated to the vision of a world where innovation helps every person thrive. Our role in this vision is to support local, scalable, sustainable innovation that builds a healthier, more equitable future. We are committed to our core values of seeking impact, promoting equity, and being good partners – as well as to being accountable and caring for our work and each other.

One of the largest impact-first investors in the world, GCC has supported a pipeline of over 1,700 innovations in more than 100 countries. Since 2010, innovations supported by GCC have reached more than 80 million people with life-saving or life-improving initiatives who would otherwise not have had access. Under its new 2025 – 2030 Strategic Plan, GCC has an ambitious goal to reach 750M lives through life-saving and life-improving innovations by 2035.

POSITION OVERVIEW AND KEY RESPONSIBILITIES

As a member of the Innovation Advisory team at GCC, the PHC Domain Lead will primarily advance and steward GCC's external partnerships within the PHC ecosystem, acting as a senior external representative of the organization and carrying GCC's domain strategy into partner and ecosystem engagements. This role is approximately **70% externally-facing** (strategic partnership engagement and stewardship, ecosystem influence and representation, external communications and thought leadership, and resource mobilization, including proposal development, where relevant) and approximately **30% internal-facing** (strategic and technical advisory support to help internal teams align investment decisions, portfolio delivery, learning, and impact measurement with partner commitments and portfolio outcomes). This role combines strategic oversight, thought leadership, and external influence to position GCC as a global leader in health innovation.

Key Responsibilities

External Partnerships, Donor Stewardship and Representation

- Serve as GCC's primary external representative and technical lead for PHC, building credibility with funders and ecosystem partners and shaping strategy, partnerships, and impact. This role will be the system architect for the PHC Domain at GCC.
- Own and steward domain-specific key accounts and relationships, leading strategic partner engagement, ensuring alignment with partner priorities, and strengthening long-term collaboration and collective impact.
- Lead the development and refresh of GCC's relevant investment theses and external positioning, ensuring they reflect emerging trends, evidence, and ecosystem gaps at the global, regional, and national levels.
- Act as the connective tissue between GCC's PHC investment thesis and the external ecosystem, translating GCC's strategic priorities into partner engagement plans and translating partner intelligence into refinements to GCC's approach.



- Support learning and evidence generation across PHC domain in collaboration with the Portfolio Management, Impact Measurement, Partnerships, and Policy teams, ensuring alignment with strategic objectives and cross-portfolio insights.
- Support the design and execution of portfolio-specific evaluations as required by individual funders, ensuring methodological rigor, utilization-focused findings, and timely reporting.
- Provide technical input into the design and implementation of any scale and choreograph plays within the domain-specific area, ensuring that approaches are contextually grounded, evidence-informed, and aligned with ecosystem needs to maximize sustainable impact at scale.
- Support the development and continuous refinement of measurement frameworks for domain-specific portfolio in collaboration with the Impact Measurement team.
- Produce and contribute to PHC related high-quality knowledge outputs, including white papers, strategic briefs, and global presentations, that position GCC as a thought leader in global health.
- Represent GCC in Canadian and global technical fora (e.g., funder convenings, technical fora, policy dialogues), developing and delivering high-quality presentations and messaging that strengthen GCC's influence and positioning in the PHC ecosystem.

Strategic Partnerships and Resource Mobilization

- Lead the management and renewal of active non-GAC funding partnerships for the PHC domain, maintaining strong relationships with existing funders and ensuring delivery on objectives.
- Advance resource mobilization efforts in collaboration with the Partnerships team, including opportunity identification, partner cultivation, and co-leading proposal development and writing where aligned to GCC's domain strategy.
- Lead partner negotiations (including terms, budgets, compliance requirements, and reporting expectations) balancing risk management with long-term, trust-based partnership building.
- Maintain accountability for financial stewardship of non-GAC funding to the PHC portfolio, including budget oversight, spending and reporting approval, and ensuring donor compliance.
- Cultivate and manage relationships with key stakeholders (e.g., donors, policymakers, implementing organizations, domain experts), aligning on priorities and identifying opportunities for collaboration and co-investment.
- Develop, lead, and manage high-impact strategic partnerships with aligned funders to co-invest, share pipeline, and where possible, catalyze follow-on funding to accelerate adoption and scale of high-potential innovations.
- Engage regularly with PHC ecosystem partners, implementing organizations, and domain experts to align on funding priorities, explore collaboration opportunities, and support shared learning, in coordination with Partnership team.
- Oversee PHC-specific governance and external advisory committees as appropriate, ensuring productive engagement and clear accountability.

Internal Advisory and Cross-Functional Support

- Convene and align internal stakeholders to develop and maintain an integrated portfolio strategy for the PHC Domain that meets partner commitments and supports fundraising and external positioning.
- Provide targeted strategic and technical input to the Investment team to support deal vetting and evaluation on innovation fit, thematic content, to ensure alignment with portfolio objectives.
- Provide technical advice during Investment Committee meetings to ensure alignment with portfolio goals and investment criteria.
- Collaborate with Portfolio Management team to provide oversight and expert guidance across active investments, offering technical advice to strengthen implementation, performance, and impact outcomes.



- Coordinate with Impact Measurement, Portfolio Management, and Policy teams to support learning, evaluation inputs, and evidence generation required for donor reporting, communications, and external engagements.
- In collaboration with the Communications team, lead on developing a specific brand, and launch of the PHC Domain.

Qualifications

- Advanced degree in a relevant discipline (e.g. Global Health, Public Health, Primary Health, Community Health etc.) or commensurate work experience.
- A minimum of 8 years of relevant work experience in global health, including in the PHC ecosystem.
- Demonstrated expertise and stakeholders' network of Primary Health Care discipline at the global level.
- Experience working in low- and middle-income countries and/or with underserved communities would be an asset.
- Strong strategic thinking skills, with experience developing investment theses, portfolio strategies, and aligning technical insights with organizational goals.
- Strong track record in external stakeholder management and donor-funded partnerships, including relationship stewardship, negotiation, and managing expectations across diverse funders (e.g., bilateral, multilateral, philanthropic, corporate).
- Demonstrated success in cross-functional leadership, managing and mentoring multidisciplinary teams, and driving integration across investment, policy, partnerships, and impact teams.
- Excellent communication and thought leadership skills, with experience producing and presenting technical content (e.g., white papers, presentations, op-eds) for diverse audiences.
- The ability to represent an organization credibly with senior external counterparts, including funder meetings, strategic partnership discussions, in Canadian and global fora.
- Experience with innovation ecosystems and catalytic funding approaches will be a strong asset.
- Passion and positivity for what we do and the impact we seek in the world.

People from historically excluded communities with lived experiences in relevant thematic areas are encouraged to apply. People with lived experience and/or work experience in the communities or countries we are supporting are especially encouraged to apply.

Don't meet every requirement? Studies have shown that women, people of color, people from LGBTQ2S+ and disabilities communities are less likely to apply to jobs when they do not meet every qualification. At Grand Challenges Canada, we are dedicated to building a diverse, inclusive, authentic, and accountable workplace, so if you are excited about this role but your experience does not align perfectly with every qualification in the job description, we encourage you to apply, as you may be the ideal candidate we are looking for.

Location and Work Requirements

- We are currently working in a hybrid model with time in office and working from home. With rare, approved exceptions, GCC staff are to live in or near the Greater Toronto Area (GTA) and available to travel to, and work from the Toronto main office, as business operational needs require. Any expenses related to travel and/or relocating to Toronto are the sole responsibility of the employee and will not be reimbursed by GCC.
- Domestic and international travel required.
- Applicants must be eligible to work in Canada.

Permanent Full-Time Benefits

- Health and Dental provided by Sunlife Canada effective on start date.



- Enrollment in the Healthcare of Ontario (HOOPP) Defined-Benefit Pension Plan.
- Four (4) weeks of paid vacation per calendar year (prorated).
- Four (4) day work week (with Friday as a flex/off day), excluding weeks with Statutory holiday (program reviewed annually).
- Access to Employee Assistance Program (EAP), and UHN added value benefits such as fitness, spas and wellbeing, hotels and travel services, and retail discounts.
- International SOS (ISOS) travel safety and supports around the world.
- Bring-your-own-device (BYOD) cell phone allowance.
- Professional development allowance.
- New Temporary Work Relocation – work remotely for up to 90 days, almost anywhere in the world.

Term

- Start date: August 31, 2026
- Status: Permanent, Full-time

Application process

- [Please submit your resume and cover letter here.](#)

AI Use in Application Processing

Please be advised that Grand Challenges Canada may use artificial intelligence tools to assist in the processing and evaluation of applications submitted for this position. These tools may be used to support activities such as résumé screening, candidate assessment, or scheduling, and are used as an aid to, and not a replacement for, human decision-making. All hiring decisions are made by qualified personnel who review AI-assisted outputs before any determination is made regarding a candidate's application. Grand Challenges Canada is committed to ensuring that its use of AI in recruitment is fair, transparent, and free from unlawful discrimination, in accordance with applicable federal and provincial human rights and privacy legislation. If you have questions about how AI is used in our hiring process, or if you require an accommodation at any stage of the recruitment process, please contact GCC's HR Team at hr@grandchallenges.ca.