



Role Description

Role Title: Deal Team Manager

Duration: Permanent

Reports to: Chief Technical Officer

Location: London (with working space in Brighton) and requires significant travel (greater than 30%)

About MedAccess

MedAccess is the first of its kind: a UK-based social finance company with the pioneering mission to make global healthcare markets work for everyone.

MedAccess offers volume guarantees that reduce commercial risk for manufacturers in developing-world markets and thereby enable them to lower their pricing and invest more aggressively in rolling out important new products. In this way, vaccines, medicines, diagnostic tests and medical devices can reach patients far sooner than existing market forces would allow.

MedAccess is the world's first sustainable financing vehicle built to deliver volume guarantees with speed, scale and professionalism. MedAccess was founded with initial capital of \$200 million and a mandate to deliver vastly improved health outcomes for patients in the poorest corners of the globe while preserving and reusing capital to maximise impact. Fuelled by not-for-profit capital rather than aid, we are uniquely able to apply business and investment methods to achieve humanitarian objectives.

At MedAccess we believe that patients in the poorest corners of the globe deserve health outcomes no worse than patients in the wealthiest countries. To achieve this vision, markets must serve all patients equitably, offering rapid and sustainable access to the best possible technologies. Yet in today's world, real and perceived risks in bringing critical new healthcare technologies to places like Africa and South Asia consistently produce chicken-and-egg dynamics that hinder access to critical products.

MedAccess is a not-for-profit UK company governed by an independent board. MedAccess' parent company, CDC Group, is the world's oldest development finance institution (DFI), with 70 years of experience investing in businesses in Africa and Asia. It is wholly owned by the UK Government's Department for International Development (DFID) and plays a key role in DFID's private sector strategy to alleviate poverty.

For further information on MedAccess, please see our website: www.medaccess.org

Role Purpose

The Deal Team Manager will play a central role in identifying, developing, and executing deals. Working closely with the CEO, Chief Technical Officer (CTO) and Chief Investment Officer (CIO), the successful candidate will lead team efforts to deliver a range of key priorities: sourcing and developing new deal opportunities, conducting rigorous diligence on potential deals, coordinating inputs from specialists, and shepherding propositions through the Investment Committee process. This role will report to Colleen Connell, CTO, who leads business development, health markets diligence, and deal monitoring.

Key Responsibilities:

Build MedAccess pipeline

- Help build MedAccess' thought leadership on market shaping in the global health community
- Identify promising new technologies, commodities, and markets as potential pipeline opportunities
- Stay abreast of new health products and trends
- Lead market analysis to identify market characteristics, trends, and barriers and to evaluate suitability for a volume guarantee

- Manage directly and indirectly other team members who are supporting new pipeline opportunity development and evaluation

Support global health pipeline development

- Support CTO to develop new pipeline partnerships by doing background research, helping cultivate relationships, developing new points of entry, and handling relevant meeting follow-ups
- Manage subset of key partner relationships relating to pipeline generation
- Identify new academic organisations, suppliers, and other organisations that MedAccess should target for relationship development
- Develop/maintain a network of relevant contacts including relationships within ministries of health, international public health organisations, market-shaping implementers, and relevant suppliers

Evaluate and execute new investment opportunities

- Conduct diligence such as organizing and leading calls with experts; comparing suppliers and products; and performing site visits
- Build and quality-control market forecast models
- Work with partners to compare and evaluate market data and analysis
- Lead conversations with suppliers on market landscapes and product uptake
- Provide global health perspective as key member of MedAccess deal teams. Lead deal team market intelligence and advise on how market trends influence risk models.
- Make a substantial contribution to writing and editing investment memos for specific deals
- Present proposals to the Investment Committee

Advance Investment Process

- Ensure coordination across transaction deal team providing project management support to work plan
- Coordinate work of specialists assessing development impact, economic & social impacts, and business integrity
- Work with the CIO to develop risk-assessment models
- Solicit feedback from relevant internal partners on deal models and documents as needed
- Produce investment proposals and manage internal process for proposal revision and finalisation

Negotiate Documentation

- Support structuring and negotiating terms with client companies to find acceptable financial and development impact standards.
- Collaborate with MedAccess' General Council to draft and review transaction documents.
- Ensure that MedAccess requirements are adequately captured in documentation.
- Coordinate closing and execution processes.

Deal Team Management

- Lead small deal teams to execute on the above.
- Guide more junior members through sharing of experience and implementation of best practice in financial analysis, public health assessment, risk modelling, term sheet preparation and written presentation.

Candidate Background

- At least 7-10 years of experience of which 2 - 4 years were at a top-tier strategy consulting firm (or similar experience leading to comparable skill set) or were spent building investment pipelines
- Strong preference for at least 2 - 3 years of work in global public health, ideally including experience in Africa or South Asia
- Proven track record of market or product analysis and demonstrated expertise in financial modelling
- Knowledge of emerging markets financial institutions, including the Global Fund, GAVI, the Global Finance Facility, the World Bank, bilateral donors, and philanthropic foundations
- Master of Business Administration (MBA) and/or Master of Public Health (MPA) preferred
- Demonstrable alignment with MedAccess mandate, mission and values

Personal skills:

Communication: Excellent written and verbal communication

Team Work: Emotional intelligence; ability to collaborate with own team and partners, including giving and receiving honest feedback

Results Focus: Drive to achieve objectives/results

Creative: Innovative approaches to problem solving

Intellectually Curious: Personal desire and interest to learn new things and explore new challenges

Influencing/Persuading: Ability to obtain agreement and cooperation through consensus

Technical skills:

- Excellent market analysis and modelling skills
- Ability to research and synthesize large amounts of information quickly
- Strong problem-solving and logical structuring skills
- Strong understanding of diligence processes, financial and legal terms
- Outstanding written and verbal communication skills particularly through memos and

Application

Please provide a cover letter with your application

Position opened: 29th May 2019

Position closes: 27th June 2019

Salary: Competitive

Please apply via:

[Deal Team Manager application](#)