



Role Description

Role Title: Pipeline Manager

Duration: Permanent

Reports to: Chief Technical Officer

Location: London (with working space in Brighton) and requires significant travel (greater than 25%)

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 Pipeline Manager (PM) will play a central role in building the early deal identification and deal development that will position MedAccess for significant long-term impact in global health. Working closely with the CEO and Chief Technical Officer, the PM will help with a range of key priorities: cultivating and managing key pipeline relationships, sourcing and shaping deals, conducting rigorous diligence on markets and potential deals, shepherding deals through the Investment Committee process, and driving the ongoing success of active volume guarantees in the MedAccess portfolio. This role reports to Colleen Connell, Chief Technical Officer, who leads deal development.

Key Responsibilities:

Build MedAccess pipeline

- Help build MedAccess' responsive 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
- Oversee outsourced pipeline development work
- Work closely with CHAI, Unitaid, Global Fund, and UN agencies to collaborate on 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

Craft and shape new deals

- Speak with manufacturers, other guarantors and procurers to identify willingness and interest in volume guarantee opportunities
- Develop new volume guarantee opportunities based upon knowledge of public health and product need combined with product demand and company goals.
- Propose new deals opportunities to CTO and MedAccess Senior Leadership

Evaluate and execute new investment opportunities

- Conduct diligence such as organising and leading calls with experts; comparing suppliers and products; and performing site visits
- Build and quality-control market forecast models including risk-scenario analyses
- 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.
- Contribute to development of investment memos for specific deals and help present case to Investment Committee

Portfolio monitoring

- Visit countries and implementing partners critical to existing deals in the MedAccess portfolio to ensure progress and help creatively solve problems to overcome uptake barriers
- Review supplier performance and guarantee compliance
- Develop new market and deal projections periodically

Candidate Background

- At least 7-10 years of experience of which 2 - 4 years were in the private sector, consulting, finance, or emerging markets focused preferred
- Strong preference for at least 2 - 3 years of work in global health including experience in Africa or South Asia
- Proven track record of market or product analysis and demonstrated expertise in financial modeling
- Knowledge of emerging markets financial institutions, including the Global Fund, GAVI, the World Bank, bilateral donors, and philanthropic foundations
- Master of Business Administration (MBA) 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 synthesise 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 presentations
- Thorough knowledge of global health products and market practices
- Excellent computer skills including Excel and PowerPoint

Application

Please provide a cover letter with your application

Position opened: 22nd May 2019

Position closes: 20th June 2019

Salary: Competitive

Please apply via:

[Pipeline Manager application](#)