



Role Description

Role Title: Implementation Executive

Duration: Permanent

Reports to: Vice President, Health Markets

Location: London

Background to MedAccess

MedAccess is a UK-based social finance company with a mission to improve access to more effective and affordable health products in under-served markets, mainly in Africa and South Asia.

At MedAccess we envisage a world where everyone can access the medicines and products they need to lead healthy lives. To support this vision, we offer financial guarantees that reduce commercial risks for businesses, thereby enabling 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 sooner than existing market forces would allow.

MedAccess is not a charity; it is a business with a social purpose. It is the world's first specialist vehicle designed to deliver health financing guarantees with speed, scale and professionalism. Founded in 2017 with initial capital of \$200 million from the CDC Group, MedAccess has a not-for-profit mandate to preserve capital and reinvest any surpluses to maximise positive health impacts. Our specialist staff of 15 have been selected to combine expertise in global health with rigorous financial skills and commercial acumen, underpinning the MedAccess ambition to achieve transformative impact with high levels of professionalism. MedAccess places a high priority on collaborative partnerships, particularly with global health organisations such as Unitaid, CHAI, Gavi, WHO, and the Global Fund.

MedAccess is a UK company governed by an independent board. MedAccess' parent company, CDC Group, is the world's oldest development finance institution, 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

The Role

The Implementation Executive is responsible for monitoring and supervising the execution of MedAccess volume guarantees. Through in-country relationships with Ministries of Health, suppliers, and implementation partners, the Executive will collect field data and monitor product uptake to identify risks of non-performance on sales and development impact. This role reports to Vice President, Health Markets.

Key Responsibilities

Support new deal scoping and due diligence

- Undertake desk research and other methods to quickly come up to speed on a new industry, company, or product
- Model product introduction and uptake curves Identify relevant stakeholders in the public and private sectors for data collection or interview purposes
- Develop relationships in order to understand market dynamics and trends in each country

- Travel to key countries for site visits and meetings; conduct site visits to collect quantitative and qualitative data
- Advise on risks associated with new products
- Perform due diligence trips
- Conduct global partner and Ministry conversations in order to understand that apparatus (e.g. trainings, policies, guidelines) needed for product introduction and uptake

Coordinate global implementation and deal performance monitoring

- Organise global conference calls and meetings amongst deal partners
- Review supplier performance and guarantee compliance
- Participate in in-country calls and meetings to collect supplier and product market share information and other relevant data
- Meet with Ministries of Health and implementing partners to understand issues and successes of product introduction and uptake
- Apply understanding of in-country program management and activities to identify and resolve issues
- Support the resolution of procurement or other issues related to product introduction and uptake
- Track quarterly volumes, vet for accuracy, and produce or revise forecasts

Support post execution deal performance monitoring

- Monitor compliance with guarantee contracts
- Identify any breaches and work proactively with suppliers, donors, and partners to remedy the situation
- Write periodic monitoring reports for senior leadership
- Work with MedAccess colleagues to update product risk models
- Review in-country and global procurement data to identify any risks

Background

- At least 5 years of experience managing, implementing, and monitoring global health programs; private sector experience a plus
- Experience living and working in at least 2 countries in either Africa or South Asia
- Strong existing relationships with Ministries of Health and global health implementing organizations
- Proven track record of identifying issues and mitigating risks
- Knowledge of either the viral load diagnostic testing market or the insecticidal net market in sub-Saharan Africa
- Knowledge of global health implementing partners, such as PSI, CHAI, PATH, Save the Children, JSI, FHI, etc.
- Understanding of program management and in-country strategy and budget process for large global funders such as Global Fund, Gavi, the World Bank, bilateral donors, and philanthropic foundations
- Private sector experience in financial services or management consulting
- Relevant Master's degree such as Master of Business Administration (MBA) or Master of Public Health
- Demonstrable alignment with MedAccess mandate, mission and values

Personal Qualities

Our Cultural Values

We look for team members who share our values and who aspire to work with us at our best:

- We are mission-driven: We are hungry for transformative change; impact motivates every decision we make
- We build trust: We invest in relationships; we assume positive intent and are the first to extend trust
- We are transparent and accountable: We measure performance, embrace scrutiny and take time to learn from our mistakes
- We are humble: We focus on team over self and are quick to point out the contributions of others
- We are relentless about rigour: We embrace high standards in evidence, analysis and execution

Personal Qualities

- Impact focused: An ability to apply a development impact and commercial viability lens to pipeline activity
- Relationship building: Evidence of relationship building and ability to develop a network of relevant external contacts, as well as internally
- Growth mindset: Personal desire and interest to learn new things and explore new challenges
- Learning Agility: Ability to learn quickly, synthesis complex and possibly limited data sets succinctly in order to support team decision making
- Team working: A strong collaborator with an ability to work in different task teams and manage multiple workstreams concurrently

Application

Please provide a cover letter with your application

Position opened: 6th March 2020

Position closes: 5th April 2020

Salary: Competitive

Please apply via:

[Implementation Executive application](#)