



## Role Description

**Role Title:** Pipeline & Partnerships Manager, Health Markets

**Duration:** Permanent

**Reports to:** Chief Access Officer

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

### About MedAccess

At MedAccess we envisage a world where everyone can access the medicines and products they need to lead healthy lives. We are a UK based social finance company with a mission to make effective healthcare products more accessible and affordable for people living in underserved communities.

To achieve our mission, we offer guarantees to reduce commercial and financial risks associated with healthcare markets, leading to lower prices, accelerated rollouts and sustainable supply of innovative products. In this way, vaccines, medicines, diagnostic tests and medical devices can reach patients sooner than existing market forces would allow.

Founded in 2017 with initial capital of \$200 million from the UK's CDC Group, MedAccess is a business with a social purpose. As the world's first guarantee finance vehicle for health, we are designed to deliver impact with speed, scale and professionalism. We have a not-for-profit mandate, reinvesting any surpluses to maximise positive health impacts.

Our specialist staff combine expertise in global health with financial rigour and commercial acumen, enabling us to achieve transformative impact with high levels of professionalism. We place a premium on collaborative partnerships, particularly with global health organisations such as the Clinton Health Access Initiative, Gavi, the Global Fund, Unitaid and the World Health Organisation.

### The Role

The Pipeline & Partnerships Manager will play a central role in sourcing, developing, and executing deals that will position MedAccess for significant long-term impact in global health.

Working closely with the Chief Access Officer and the wider team, the Pipeline & Partnerships Manager will primarily focus on two key priorities in order to drive the ongoing success of MedAccess:

- **Pipeline Development:** Take full ownership of the deal development process, including idea generation, sourcing opportunities and shaping deals, rigorous diligence on potential markets and deals, building a network of potential partners, establishing relationships with new partners, and strengthening existing relationships.
- **Deal Team Leadership:** Shepherd deals through the MedAccess Investment Committee process by effectively managing all external and internal stakeholders and producing compelling written materials and models on the journey to Investment Committee approval. Work closely with the Chief Access Officer and Senior Management Team to bring deals to close and to support negotiation, implementation, and monitoring of transactions.

## **Key Responsibilities:**

### *Build MedAccess pipeline*

- Help build MedAccess' thought leadership on market shaping and innovative financing within the global health community, commodities, and markets as potential pipeline opportunities
- Stay abreast of new health products and trends
- Identify promising new technologies
- Lead market analysis to identify market characteristics, trends, and barriers and to evaluate suitability for financial guarantees
- Manage directly and indirectly colleagues who are supporting deal development and evaluation
- Oversee outsourced pipeline development work
- Work closely with CHAI, Unitaaid, Global Fund, and UN agencies to collaborate on deal generation and execution
- Identify new academic organisations, suppliers, and other organisations that MedAccess should target for relationship development
- Develop/maintain a network of relevant contacts including ministries of health, international public health organisations, market shaping implementers, and relevant suppliers

### *Craft, shape and close deals*

- Meet with manufacturers, procurers, and other guarantors at an early stage to identify willingness and interest in financial guarantee opportunities
- Propose new deal opportunities to Chief Access Officer and MedAccess Senior Leadership and present propositions to MedAccess' Investment Committee
- 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
- Help structure transactions in alignment with MedAccess' strategic, risk and development impact objectives
- Negotiate transaction terms at the term sheet and full documentation stages in collaboration with internal and external counsel and MedAccess' Investment Team
- Conduct diligence such as organising and leading calls with experts; liaising with suppliers and purchasers; analysing technical and regulatory specifications; performing site visits; and building market forecast models
- Contribute to development of investment memos and help present case to Investment Committee
- Execute viable transactions in a timely manner with focus and commitment
- Exercise good judgement and co-operation with all internal and external stakeholders at all stages

### *Monitor deal portfolio*

- 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 Skill and Background

### *Personal Qualities*

- Articulate: Excellent written and verbal communication
- Collaborative: High emotional intelligence; ability to collaborate with team and partners, including giving and receiving honest feedback
- Impact-driven: Drive to achieve objectives, and ultimately, development impact
- Creative: Ability to adopt innovative approaches to problem solving
- Intellectually Curious: Personal desire to learn new things and explore new challenges including interest in innovative finance for development
- Persuasive: Ability to negotiate and obtain agreement and cooperation through consensus

### *Technical skills:*

- Excellent analytical 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 in memos and presentations
- Thorough knowledge of global health products and market practices
- Excellent computer skills including Excel and PowerPoint
- Proven track record of closing deals

## Candidate Background

- A significant track record of health care-focused work experience, including private sector, consulting, or finance
- Preference for substantial experience of work in global health, including experience in Africa or South Asia
- Proven track record of structuring investments, outstanding health market analysis, and demonstrated expertise in financial modeling
- An established network and knowledge of emerging markets global health/development institutions, including the Global Fund, GAVI, the World Bank, bilateral donors, and philanthropic foundations
- Master of Business Administration (MBA) preferred
- Demonstrated alignment with MedAccess mandate, mission and values

## Application

MedAccess is committed to diversity and inclusion and welcomes all applicants regardless of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, sexual orientation or educational background.

Please provide a cover letter with your application

Salary: Competitive

Please apply via: <https://bit.ly/3fPkOC5>