Job description

Health Markets Associate

Duration  Permanent
Reports to  Executive, Health Markets
Location  London, UK, and may require significant travel (more than 25%)

Background to 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 use financial tools, such as guarantees and loans, 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 British International Investment (BII, formerly CDC Group), MedAccess is a business with a social purpose. As the world’s first company specialising in guarantees to increase access to healthcare, 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 Organization.

MedAccess is a UK company governed by an independent board. Our parent company, BII, is the world’s oldest development finance institution, with 70 years of experience investing in businesses in Africa and Asia. BII is wholly owned by the UK’s Foreign, Commonwealth & Development Office (FCDO) and plays a key role in FCDO’s private sector strategy to alleviate poverty.
For further information on MedAccess, please see our website: www.medaccess.org

The role
MedAccess is expanding its Health Markets Team as part of a long-term growth plan and is currently looking to hire a Health Markets Associate.

The Associate 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 Health Markets and wider MedAccess team, the Associate will primarily focus on two key priorities in order to drive the ongoing success of MedAccess:

- **Deal Sourcing and Scoping:** Support the deal development process for pipeline opportunities, including working closely with the Executive to source and evaluate deal ideas, structure and shape innovative finance partnerships, conduct rigorous analysis on potential markets, develop strategic relationships with key partners, and stay abreast of new health products, innovations, and trends.

- **Deal Execution and Implementation:** Support MedAccess deal teams throughout the investment process, including drafting key presentation materials, developing analytical tools to support deal propositions, conducting due diligence, and supporting monitoring of transactions.

Key responsibilities:

**Contribute to MedAccess deal pipeline**
- Conduct global health market research, including developing an understanding of global market dynamics and tracking developments across various products and disease areas
- Support the Health Markets Executive in identifying promising product, service delivery, and supply chain innovations
- Compile and present analyses, presentations, and reports that summarize global health trends, market developments, and international financing for global health procurement
- Support analysis of market dynamics, barriers to access, and suitability of financial guarantees and debt financing

**Support stakeholder engagement**
- Prepare for and join regular scoping calls and, where necessary, in-country scoping and diligence trips
- Support stakeholder outreach and manage select external relationships
Build effective working relationships and exercise good judgement and co-operation with all internal and external stakeholders

Begin to develop a network of relevant contacts including ministries of health, international public health organisations, market shaping implementers, and relevant suppliers

**Craft and shape deals**

- Support the development of due diligence plans for specific investment opportunities
- Contribute to due diligence including research and analyses related to financial, commercial, legal, environment, social, governance, business integrity and development impact of potential transactions
- Conduct risk modelling in collaboration with MedAccess Health Markets and Investment Team colleagues
- Write sections of key presentations and Investment Committee materials
- Research and synthesize large quantities of information quickly to aid market intelligence efforts and advise deal teams on how market trends influence proposed transactions

**Candidate Profile**

**Background**

- Previous work experience in the fields of healthcare, global health, international development, and/or management consulting
- A proven track record in the analysis of healthcare markets and demonstrated expertise in financial modeling
- Preference for experience working in low- and middle-income countries, including in Africa, Latin America, or South Asia
- Demonstrable alignment with MedAccess mandate, mission and values
- Experience of working independently and across cross-functional teams

**Competencies**

- **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

› Self-starter: Independently motivated and comfortable with ambiguity

**Technical skills:**

› Excellent analytical and modelling skills
› Ability to research and synthesise large amounts of information quickly
› Strong problem-solving and logical structuring skills
› Outstanding written and verbal communication skills, particularly in memos and presentations
› A knowledge of global health products and health markets

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

Position opened: 25/05/2022

Position closes: 24/06/2022

Please apply via our online portal:

[https://medaccess.peoplehr.net/Pages/JobBoard/Opening.aspx?v=f5b22c74-a13e-400e-aa64-3d04a310146a](https://medaccess.peoplehr.net/Pages/JobBoard/Opening.aspx?v=f5b22c74-a13e-400e-aa64-3d04a310146a)