Job description

Health Markets Access Director x 2

Duration  Permanent
Reports to  Chief Executive Officer
Location  London, UK and 20% travel to Geneva and LMICs

Background to MedAccess

We live in a golden age of medical science. But over two billion people can’t access the medicines they need, causing preventable illness, disease and death.

We’re here to change that.

MedAccess is a social enterprise committed to improving health in more than 90 countries. Our mission is to cut illness and death by speeding up access to lifesaving vaccines, medicines, diagnostics and technologies for people in underserved communities.

We broker and finance agreements – which otherwise wouldn't be made – to bring medical innovations to more people, in more countries, as quickly as possible. In our first five years we have helped to accelerate access to products to tackle HIV, malaria, tuberculosis, syphilis and COVID-19.

We bring financial rigour and commercial acumen to address some of the most pressing global health needs. Using $200 million capital from British International Investment, our team of global health and investment experts shape agreements that lower prices and secure supply of medical products.

We are doers with big dreams, busy trying to change the world. Our team is purpose-driven, inspiring, and innovative. We start from where partners are and work together to get where we need to be. But we’re not afraid to go against the grain —in fact, we pride ourselves on our honest and original approach and unconventional thinking.

MedAccess is independent and not-for-profit, with any operating surpluses invested into developing new agreements to accelerate access to healthcare.
To find out more about our mission, our impact, our values and our innovative finance tools, please visit www.medaccess.org

The role

This is an exciting and rare opportunity for two talented individuals to join the leadership of MedAccess. Reporting into the Chief Executive Officer (CEO) these newly created roles have been developed in anticipation of the departure of Chief Access Officer Hema Srinivasan and in recognition of the size of our portfolio and our ambition to scale impact. Both Access directors will be key members of the Senior Management team (SMT).

Working closely with the health markets and investments teams, the Access Directors will lead MedAccess’ work to identify opportunities for financial tools to support lower prices and greater availability for medical products.

The Access Directors will lead the Health Markets Team in:

- **Line management** of the team, actively developing and coaching team members, setting priorities and building team capacity, with a focus on responsive partnerships and analytical rigour
- **Pipeline Development**: Take full ownership of the deal development process for specific opportunities and priority areas, 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
- **Portfolio management** – with knowledge of the deal and stakeholder group, support the implementation team through trouble shooting, identifying risks and stakeholder management to maximise impact of agreements over the course of their implementation and to mitigate risk
- **Development Impact**: Managing the analysis of development impact, ensuring that health benefits and economic efficiencies are realised
- **Key stakeholder management**: sustaining collaboration with global health organisations (e.g., WHO, Global Fund, Gavi), manufacturer partners, regional organisations (e.g., African Union, PAHO), and development agencies and funders (e.g., BMGF, Unitaid, CHAI)

**Key responsibilities**

**Organisational leadership**

- Work with the Board, CEO, and senior management team to shape MedAccess’ strategy to maximise health outcomes and achieve financial sustainability
Recruit, retain and manage a high-performing team of professionals to deliver MedAccess’ strategy
Contribute directly to MedAccess’ business strategy and business planning
Provide thought leadership by partnering with the CEO

Provide technical leadership on global health markets
- Provide leadership to the MedAccess team on global health trends, new developments in the markets of medical supplies, and the international financing of global health procurement
- Actively manage, coach and develop the Health Markets team to ensure that every team member is maximising their potential
- Lead the organisation’s work in assessing development impact, lives changed, money saved and markets shaped.

Identify new market-shaping investment opportunities
- Develop and maintain a network of relevant contacts including with ministries of health, international public health organisations, and the pharmaceutical industry working in low- and middle-income countries
- Lead/coordinate market-mapping exercises
- Develop and curate a pipeline of near and medium-term opportunities for price ceiling guarantees to feed due diligence
- Be an ambassador for MedAccess to MedAccess’ market-shaping activities by participating in conferences, etc.

Evaluate new investment opportunities
- Contribute to due diligence on market shaping opportunities including financial, commercial, legal, environmental and social, development impact and business integrity aspects
- Liaise with borrowers, co-financiers, and market-shaping stakeholders to obtain necessary information and communicate MedAccess’ position on key issues
- Contribute to structuring and negotiating key transaction terms, bringing commercial rigour to enhance global health outcomes
- Work with the Chief Investment Officer to produce investment proposals and present them to MedAccess’ Investment Committee for approvals

Resource mobilisation
- Work with the CEO and the MedAccess Trust to identify and develop new funding relationships
- Collaborate with MedAccess investors and funders to set priorities and demonstrate impact
- Sets out compelling propositions for scaling up health benefits in new disease areas

**Partnership and Stakeholder Management**

- Manage and own relationships with key partners and suppliers

**Candidate profile**

**Background**

- Demonstrable alignment with the MedAccess mandate, mission and values
- Track record of managing a team and developing talent
- Direct experience of designing and negotiating volume guarantees or other market-shaping initiatives to improve delivery of medical supplies (including medicines, vaccines, diagnostic tests, or devices), particularly in low income or middle-income countries [preferred]
- Demonstrated expertise in one or more of the following: public health policy, market analysis, strategic cost reduction, financial instruments in health care, monitoring and evaluation
- Extensive and demonstrable experience in an international environment, including both commercial and policy-led organisations
- Time spent living and working in either Africa or South Asia would be a distinct advantage
- Experience of working with a pharmaceutical
- Knowledge of emerging markets financial institutions, including the Global Fund, GAVI, the World Bank, bilateral donors, and philanthropic Foundations
- Proven track record of market or product analysis
- University degree(s) or equivalent qualification, preferably in a Finance, Business, Public Health, or an Economic discipline

**Alignment with MedAccess Values and Behaviours:**

- *Mission driven:* Makes decisions based on the impact MedAccess can achieve; Goes further than expected; Keeps abreast of global health issues and social finance trends
- *We are humble:* Acknowledges gaps in knowledge and welcomes input; Sees feedback as a gift and actively seek it; Seeks opportunities to champion the work of others; Flexible to work with priorities and preferences of others
We are relentless about rigour: Uses high-quality evidence and data; Asks questions and challenge assumptions; Systematically reviews and refines work; Embraces scrutiny and transparency

▸ We build trust: Participates openly and is honest about vulnerabilities; keeps word and is accountable for actions; Acts to reduce bias and discrimination; Promotes respectful and inclusive environments

▸ We invest in people: Supports others in their quest for growth; Invests in the emotional wellbeing of others; Seeks out diverse views and voices; Builds and nurture positive relationships

Competencies

▸ Team leadership: People centred approach with a focus on team development and growth

▸ 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 influence, negotiate and obtain agreement and cooperation through consensus

▸ Self-starter: Independently motivated and comfortable with ambiguity

Technical skills

▸ Extensive knowledge of global health products, partners, and market dynamics

▸ Excellent market analysis skills

▸ Comprehensive understanding of diligence processes, financial terms, legal terms

▸ Strong interpersonal and negotiation skills with experience of operating at [C suite] level

▸ A track record of complex stakeholder management and partner engagement

▸ Outstanding written and verbal communication skills

▸ Thorough product knowledge and understanding of market practice

▸ Experience operating in fast-paced and changing environments

How to Apply:
MedAccess have appointed Millar Cameron to manage this retained search. Please share your contact details with Victoria Bowden (victoria.bowden@millarcameron.com) or Tom Jeffes (tom.jeffes@millarcameron.com) who will contact you to discuss your interest in more detail.

CLOSING DATE 25 AUGUST 2023