

## Vacancy

### Business Development Manager

located in Amsterdam, 40 hours a week

#### The PharmAccess Group

The PharmAccess Group is a dynamic international organization with a digital agenda dedicated to connecting more people to better healthcare in sub-Saharan Africa. The unprecedented rise of mobile technology is transforming sub-Saharan African economies. The PharmAccess Group believes that digitalization has the potential to revolutionize health care in Africa. We focus on innovations to serve patients and doctors through mobile technology, loans to doctors, health insurance, clinical standards and impact research. We work closely with leading local and international partners to leverage donor contributions to increase trust throughout the health system, reduce risks, and pave the way for investments. With over 60 percent of staff based in Africa, we are firmly rooted in Africa. Our specific approach attracts international attention, including a G20 prize for innovative financing presented by President Obama, the National Postcode Lottery's prestigious "Droomfonds", and two Financial Times/IFC awards. PharmAccess Group comprises of sister organizations PharmAccess Foundation, Medical Credit Fund and SafeCare and is closely linked to the Joep Lange Institute, the Amsterdam Institute for Global Health and Development and the Amsterdam Health Technology Institute. The organization employs approximately 230 FTE, working in offices in the Netherlands, Kenya, Tanzania, Nigeria and Ghana.

#### The Position

If you are interested in working at the forefront of digital health and development in a dynamic international, multidisciplinary environment, and you like turning complex ideas into concrete, appealing written propositions, PharmAccess might be the place for you. For our recently created Resource Mobilization (RM) Team the PharmAccess Group is currently recruiting a **Business Development Manager**. The RM team will consist of five ambitious colleagues that are tasked to mobilize substantial resources and build strategic partnerships to realize its mission to increase access to better care for Africans through mobile technology. To this end, the team's objectives are to strengthen existing partnerships and build new partnerships with institutional donors as well as with private sector funders.

As Business Development Manager you identify funding opportunities and work in flexible teams to turn them into first-class proposals. You will be involved in the entire process of identifying prospects, initiating first contact, organizing partner meetings up to developing funding proposals. Once a contract has been signed, you will also develop donor reports and presentations and provide regular feedback on the implementation of the projects. In this position, you will work closely with the Director Partnerships and the various business lines of the organization, as well as with the colleagues from the African offices and the communications and advocacy teams. You will report to the Head of Business Development.

#### Key tasks include:

- Researching funding market for digital health opportunities
- Working in flexible (inter)national teams on developing program concepts
- Writing funding proposals
- Organizing, preparing and participating in partner interactions, e.g. meetings, workshops, symposia
- Managing process of proposal development up to submission: preparing for and writing proposals (PPT, Word), preparing budgets, collecting input, processing feedback, completion and submission

#### Qualifications & Requirements

- Relevant Master's degree- (health) economics, business, public health, international relations
- At least 5 years' relevant working experience including in new business development/fundraising; experience in (fin) tech sector is an asset
- Excellent verbal and written English communication skills. Ability to turn complex concepts into understandable, appealing texts
- Analytical, conceptual thinker
- Flexible, pro-active, can-do mentality
- Can operate strategically and diplomatically in a complex setting with various stakeholders
- Strong computer skills, especially PPT and Excel
- Willing to travel

#### PharmAccess offers

PharmAccess offers an excellent job opportunity in a dynamic international environment with solid working conditions and a branch conform salary. The position of Business Development Manager is a fulltime position for an initial period of one year with the intention to extend the contract. PharmAccess has a fulltime workweek of 40 hours, a collective pension scheme and a collective health insurance. We offer 25 vacation days a year based on a fulltime employment agreement.

#### How to apply

Interested candidates can apply by filling out the application form on our recruitment page: <http://webapp.pharmaccess.org/hrdoc>. The deadline for application for this position is 18 March 2018. For more information, please see [www.pharmaccess.org](http://www.pharmaccess.org).