

## Vacancy

### Manager Value Based Care

Fulltime – based in Amsterdam, with frequent travel to Sub-Saharan Africa

#### About PharmAccess

PharmAccess is a not-for-profit organization with the mission to improve access to health care in low- and middle-income countries. Innovation is at the heart of the PharmAccess approach, as well as the belief that progress needs to be inclusive and empowering of people. With offices in Ghana, Kenya, Nigeria, Tanzania, and Amsterdam, PharmAccess is engaging both at the policy making level and at the level of individual clinic networks and patient groups.

#### **Design value based care strategies that leverage the digital advantage of young populations**

For countries with limited resources, it is critical to use them well. Yet most health systems in low- and middle-income countries struggle to allocate the money to where it has most impact. Founded by scientists at the height of the HIV pandemic, PharmAccess has always taken a data driven and 'action first' approach. Working with actors in the field, we initiated a range of enterprises, from treatment programs, insurance schemes, quality assessment methods to a Medical Credit Fund that provides loans to health care providers.

Over the last 5 years, PharmAccess has partnered with emerging payment platforms like M-TIBA to specifically address the challenge of Value Based Care. The wide availability of mobile phones and mobile money has radically changed economies in Sub Saharan Africa. For instance, over 80% of Kenyans now have access to digital payments, savings & loans through simple mobile phones whereas just a few years ago this was available only to a minority. With partners, PharmAccess has used these platforms to set up innovative 'health wallets' that provide payment for care while simultaneously measuring delivery of value. One example is the MomCare wallet that has given ±50.000 pregnant women access to care while measuring impact and outcomes.

The almost real time transparency provided by mobile platforms makes it possible to move away from traditional payment structures and to start paying for value. PharmAccess is looking for an entrepreneurial leader to build out current partnerships and pioneer new ones in order to improve the journeys of patients.

#### The Position

PharmAccess drives Value Based Care programs from the country offices in Kenya, Tanzania, Nigeria and Ghana. A team in Amsterdam supports the programs with a central data warehouse and analytics engine

and supports product strategy and partnership building. The Manager Value Based Care will lead the team and be responsible for designing and executing value based care strategies. This will involve building partnerships with a range of actors, e.g. emerging tech platforms, interested health care payers, policy makers and other key stakeholders. As a rule, PharmAccess strives to not only advocate policies or product opportunities but to also deliver working proofs of concept. This means the Manager Value Based Care will have hands on involvement and responsibility for the launching of new collaborations, products, and services.

The activities include:

- In close collaboration with the country teams, liaise with key stakeholders, understand their needs, spot viable concepts, write pitches
- Lead ideation sessions, e.g. with medical professionals, financial professionals, developers, analysts and team members to define potential solutions
- Design and validate new services rigorously with key end users (patients, clinics), key stakeholders such as funders, policy makers, researchers, and other experts
- Support successful adoption: Establish standards and product vision, coordinate with the local market team, monitor if deliverables are met and pivot if necessary
- Lead the international team of engineers, analysts and domain experts that support initiatives with standards, database, and analytics

The role reports to the Director of Innovations

#### **Qualifications:**

We are looking for a candidate with at least 5 years of work experience, that combines strong business development skills with a background in healthcare and technology.

Requirements include:

- Track record in business development, strategy consulting or sales, demonstrating the ability to engage people to adopt innovative plans or services.
- Affinity with technology and data, able to explain the role of mobile technology in transforming service industries and health care. Quantitative degree strongly recommended
- Work experience in health care or health financing, with strong interest in:
  - Value based Health Care, Health care (financing), mobile technology, data science/AI
  - Low- and Middle-Income Countries, in particular sub-Saharan Africa
- Willingness to travel frequently and work in teams that are culturally diverse

### What do we offer?

PharmAccess offers an excellent job opportunity in a dynamic international environment with solid working conditions and a competitive salary. PharmAccess has a collective pension scheme and health insurance. We offer 25 vacation days a year (based on a fulltime).

The position is fulltime (40 hours) for an initial period of one year with the intention to extend.

### Keen to learn more or apply?

Get in touch with us: we would love to meet you!

Suitable candidates are motivated to directly apply by sending their CV and motivation to [recruitment@pharmaccess.org](mailto:recruitment@pharmaccess.org). The deadline of application for this position is **14 March 2022**.

For more information about our organization please visit [www.pharmaccess.org](http://www.pharmaccess.org).