

Business Development Fellow, CPAP Program

Location(s): East Africa (based in Nairobi, Kampala, or Kigali, with frequent travel)

Duration: 10-12 weeks, between May and August 2019

About D-Rev

D-Rev believes that good health is a human right. Regardless of where you are from and what you do, health is critical to well-being, productivity, and autonomy. For people to live their best lives, they must be healthy. We exist to design and deliver medical technologies that close the quality healthcare gap for underserved populations.

About the Position

D-Rev is preparing to launch a product in the newborn respiratory space, a Continuous Positive Airway Pressure (CPAP) device. We are recruiting for Fellow(s) to work in East Africa to conduct business development and in-country market research, identifying key identifying, vetting and recommending distribution partners to bring D-Rev's CPAP product to market. Our ideal candidates possess a deep commitment to solving on-the-ground challenges in global health, and possess business acumen, poise, and inquisitiveness to represent D-Rev in a new product arena.

The Fellow will work with us for 10-12 weeks between May and August, during which time they will be based internationally and expected to travel within the East African region, including Rwanda, Kenya, Tanzania, and/or Uganda according to the needs of the project. The Fellow(s) are able to admirably handle the challenge of working independently in-country and working closely with D-Rev's US-based Commercial Team. These are paid positions with possibility of extension or conversion to full-time, depending on program needs.

Core Responsibilities

- Engage with local leaders in neonatal clinical care, advocacy, and/or research, in order to collect relevant data to analyze competitive landscape and market dynamics for CPAP.
- Identify, meet, and conduct due diligence with regional distributors and sales channels.
- Deliverables include: presenting weekly reports reflecting on learnings, and making a final recommendation for market entry strategy.

Additional Responsibilities

- Assist in identifying & building relationships with clinical partners for product usability studies
- Assist with taking photos and videos for D-Rev in the field

Skills

- Interest in market strategy and business development in the healthcare field
- A natural tendency to dig into details and to translate analysis into recommendations
- Able to work well independently with minimal supervision
- Outstanding verbal and written communication skills
- Ease with working in a dynamic fast-paced organization

How to Apply

Please send cover letter and resume to jobs@d-rev.org telling us about your qualifications as well as why you're interested in this position. Please ensure that "Business Development Fellow" is in the subject line of your email.