



Director of Sourcing and Evaluation

Location: San Francisco

Terms: Full time with up to 15% travel

D-Rev is seeking an energetic and mission-driven Director as we bring high quality medical technologies to low-resource environments around the world. You will be responsible for developing and executing D-Rev's partnerships and acquisitions strategy to bring new products to market that accelerate D-Rev's impact, including building this new department at D-Rev! Reporting to the COO, you will be a key member of the leadership team and critical to the future success of the organization. The ideal candidate is a hands-on lifelong learner who integrates broad technical and business expertise that thrives working in a fast-paced startup environment. We look for those unique individuals who will join with us to unabashedly and relentlessly close urgent healthcare gaps with medical technology.

Responsibilities

- Build the team and manage the tools/systems for the new Sourcing and Evaluation Department.
- Sourcing, assessing, and executing upon opportunities for the purposes of strategic development, licensing, mergers, or acquisitions to create health impact.
- Help manage cross-functional teams and external advisors in support of the diligence/investigation of prospective opportunities.
- Drive due diligence activities in the areas of impact, IP, probability of technical and regulatory success, financial viability, and other key factors.
- Develop and negotiate term sheets and provide innovative solutions to overcome barriers to partnership.
- Build external relationships via university events, conferences, networking, and other new sources of information, intelligence, and insights.

Requirements

- Bachelors or Master's degree in business, finance, public health, statistics, public policy, international development, economics, or a related field. MBA is preferred.
- 5+ years of experience in M&A or venture capital in related to health is preferred.
- Experience executing multiple strategic deals (licensing, acquisitions, partnerships, alliances, etc.).
- In-depth knowledge of medtech or global health is strongly preferred
- Creative dealmaker with exceptional negotiating skills and financial acumen.
- Excellent written and oral communication.



About D-Rev

D-Rev believes that good health is a human right. The need for quality healthcare spans the economic spectrum. 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.

We are a portfolio design company that prioritizes the user in the development of products, and have been recognized by Fast Company as one of the World's Most Innovative organizations and the World Economic Forum as a Technology Pioneer. The scaling of our first product, Brilliance, is monumental in global health – it is one of the earliest examples of a nonprofit-developed global health product scaling through the market and impacting the world's poorest patients. D-Rev now has a portfolio addressing four critical health issues. To date, over [700,000](#) patients have been treated with a D-Rev device, and we have had sales in 60+ countries.

Over the next three years, D-Rev is expanding our product portfolio to 6+ product lines that will address critical health needs and close the quality gap in newborn health. After that, we will accelerate portfolio expansion to close ten globally critical health gaps by the year 2030, the target year of the UN's Sustainable Development Goals.

How to Apply

Please send a cover letter and resume to jobs@d-rev.org, and indicate "Director of Sourcing and Evaluation" in the subject line of the email.

D-Rev is an equal opportunity employer. We value a diverse workforce and an inclusive culture. D-Rev encourages applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, age, national origin, marital status, citizenship, disability, or veteran status.