



India Managing Director

Location: New Delhi, India

Terms: Full time with frequent travel

D-Rev is seeking an experienced and professional Managing Director to grow our India team and operations. Reporting to the Chief Growth Officer, you will be responsible for the growth and strategic direction of our India business as well as play a key role in our global senior leadership team. You are the ambassador of our brand in India and a thought leader in the Indian healthcare sector. You have a demonstrated track record of building strong institutions, developing transformative partnerships, and fundraising in global health. You are driven by a desire to close urgent healthcare gaps and have a deep understanding of the Indian healthcare landscape. If this sounds like you, we welcome your application!

Responsibilities

- Lead business development in India and cultivate/maintain a network of commercial, clinical, technical, research, and policy partnerships to help D-Rev achieve our mission.
- Fundraise from a variety of sources, in coordination with the global development team, to grow the India business, including CSR, grants, funded research, and investments.
- Manage, coordinate, and mobilize domestic team members from across various disciplines (engineering, impact, commercialization, etc.) to maximize performance and hit organizational milestones.
- Support and assist with strong monitoring and evaluation of all India programs to ensure we are meeting or exceeding our impact goals.
- Drive strategy in India including sourcing new technologies and opportunities, implementing new programs, and positioning D-Rev as a leader in health technologies for low-resource settings.
- Provide leadership and create a culture of excellence across the India organization.
- Lead finance and administration for D-Rev's India entity, including serving on the Board of Directors and managing our physical office sites.

Requirements

- Advanced degree in public health, medicine, business, or related field.
- Equivalent of 12 years experience including advanced management in one or more of the following areas: health systems, health policy, maternal/newborn/child health, medical technologies, biomedical sciences, international development, non-profit management.



- Demonstrated success in an executive or senior leadership role, overseeing all functions and operations, including implementing organizational strategy and building effective systems/processes.
- Progressive leadership responsibilities and record of accomplishment with managing high-performing teams.
- Strong executive presence and experience with public speaking, stakeholder management, and problem-solving.
- Self-directed, scrappy, and tenacious with an approach to achieving results, whether presenting in a boardroom or conducting interviews in a rural block.
- Experience with implementing programs in low-resource settings.
- Experience with working across cultures and timezones to effectively collaborate with team members on complex projects.
- Exceptional written, verbal, and interpersonal skills in English and Hindi.

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 [800,000](#) patients have been treated with a D-Rev device, and we have had sales in 70+ 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. In mid-2020, we will be renaming ourselves Equalize Health.

How to Apply

Please send a cover letter and resume to jobs@d-rev.org, and indicate "India Managing Director" 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.