

Job Specification: Manager, Partnerships, United Kingdom (UK)

Overview of reach52 and Our Work

reach52 is a fast growing, global, social enterprise start-up working to bring sustainable, universal basic healthcare services to users in low-access, developing regions. We do this through an innovative service model, an off-line technology platform and embedding support within communities to help residents access care, knowledge and other services we deliver. We need a socially motivated, high achieving individual to take a lead technology role.

Our mission is divided in to two parts: community access, navigation and healthcare support on the one side; and ultra-low-cost fill-in services to sustain the solution on the other. This allows our core healthcare services and treatments to reach further into communities, prevent unnecessary suffering and save lives where state of the art services don't always get to.

Going to work each day and creating new ways to positively impact people's lives is at the heart of what we do. To learn more about reach52, watch this short video <https://vimeo.com/386671270>

Overview of the Role

reach52 has built a strong partnership network across healthcare, technology, government, non-profit and business service organizations. Our focus is now on delivery of core services; pursuing new opportunities to expand services in existing markets; and launching into new markets. This role will involve identifying and engaging new potential partners with a focus on large multi-lateral organizations; global health entities; and other large funding bodies. Tasks will include mapping potential partners; establishing relationships; supporting a partnership pipeline and developing tailored proposals. Additional focus will involve completing grant applications and supporting existing relationships.

A strong knowledge of health delivery in LMICs; donor engagement; public health; business development; and community project implementation is desired.

Title: Manager, Partnerships

Employment: 6-month contract

Start Date: 1 Nov 2020

Location: UK (remote work)

Must have/be: Be based in UK with right to be employed there

Reporting to: Head of Partnerships

Role Scope and Responsibilities

The core role scope and responsibilities of the Manager, Partnerships will be:

- Source multi-lateral, large foundation and/or global health partners to promote growth of reach52 service in Asia;
- Supporting in development of proposals for reach52 services/partnerships
- Supporting range of existing reach52 partners to promote growth conducting meetings, calls and presentations to gather support for our mission;
- Review national and global policy and help align our service to global goals, and help evolve our services;
- Conceptualize and design new innovative community health solutions based on these goals and our insights;
- Share our data and research with partners, writing papers and articles and sharing in our network to gain recognition and awareness for our work – including blogs, policy papers and other relevant materials;
- Work with management team on other strategic projects as the need arises;
- Brief internal stakeholders and work collaboratively with other teams.

Person Specification

The ideal candidate will have:

- 2-5 years' experience in health or non-profit sector, focusing on foundation and/or multi-lateral engagement; partnerships; project delivery; and/or consultancy
- Knowledge of healthcare, fintech, insurance, public health and/or healthcare technology platforms;
- Ability to think outside the box in a very innovative way to support across the whole organization;
- A self-starter capable of working independently with a distributed team;
- Flexible schedule to meet challenges of engaging with Asia-based co-workers and project sites;
- Excellent written and verbal communication skills;
- Attention to detail, working to deadlines and project management;
- Willingness to learn new skills and work hard to get implementations complete in a challenging-but-rewarding environment;
- Inspire confidence from new partners, and be trusted by them to work with reach52

Interested candidates may send in their CV and cover letter to operations@reach52.com