

## Job Specification: Strategy and Partnerships Manager, Nairobi

### 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-resource 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 morbidity/mortality, 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 and business services organisations – and we have signed contracts with some of the world's leading companies including multilateral organisations, corporate foundation, medicine distributors, pharmaceutical companies, NGOs and local governments.

We are currently present in Philippines, Cambodia and India and am looking to launch in Nairobi, Kenya in Q2 2021. The successful candidate will spearhead the company incorporation, research, initiation and business development for potential new partners to launch our services, customised to the local landscape.

This role will also include defining our business strategy, managing a pipeline of new opportunities, creating tailored solutions, proposals and managing the full sales cycle. Additionally, when this is quiet, the focus will shift to grant applications and generally managing the existing partner network (who donate time, resources and assets to further the reach52 mission).

**Employment:** Full time with 6-month probation period

**Start Date:** ASAP

**Location:** Nairobi, Kenya

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

### Role Scope and Responsibilities

The core role scope and responsibilities of this role will be to:

- Define Kenya launch strategy, including the appropriate legal structure suitable for our range of services;
- Create Kenya market entry landscape analysis, stakeholder mapping and other research-based activities together with the Head of Partnerships;
- Cultivate relationships with a range of stakeholders from government officials, NGOs, potential business partners and service providers to facilitate our growth plans in the market;
- Understand the needs and gaps of potential clients, to present tailored solutions, proposals and presentations;
- Develop the solutions, model the resources needed, and price accordingly;
- Maintain key contact list, manage mailing list and keep partners updated on our activities.

### Person Specification

The ideal candidate will have:

- Fluent in Swahili and English
- 4-8 years' experience in strategy/business development/sales/solution development;
- Strong knowledge of healthcare, education or social impact sector (public, pharmaceuticals, digital health etc);
- Strong quantitative and qualitative skills. Excellent written communication skills. Experience in preparing grant/donor funding applications an advantage;
- Proven track record in business development and/or revenue generation;
- Strong analytical skills in appraising new markets and opportunities;
- Ability to think outside the box in a very innovative way;
- Inspire confidence from new partners, and be trusted by them to invest in reach52;
- Ability to deliver on deadlines, and get the job done no matter what;
- Hardworking, competitive and hungry to win.

Interested candidates may send in their CV and cover letter to [operations@reach52.com](mailto:operations@reach52.com) with the job title in the main subject heading.