

Associate, Research and Strategy, India

52% of the world can't access healthcare: we're a business that does something about it. Join us.

How does it work? We've built an app that works offline, and then go to more rural areas and train the health workers and independent people to be a decentralised network of field agents. They collect data on health needs, run targeted awareness and screening campaigns (which is productised and funded by a huge range of global companies) and then order and manage the distribution of private sector medicines, insurance plans and community health products! We're now looking to enhance this platform more, and become a comprehensive, end-to-end health service for less urbanised.

This isn't an easy task, but we're doing it – this isn't all talk! 5 countries, 5,500 agents trained, 50 core staff, and 500,000 lives touched so far. Most of this growth came in 2021, and we are planning to double this in the next six months too...

Why work with us? We are a tech start-up, in a unique space, with a new value proposition to build a socially minded business models for half the planet. You get to be creative, move fast, own truly important things, grow, and help people. We're not a charity either, we are redesigning how affordable healthcare is delivered through truly innovative business and service delivery models – we've raised VC money and are revenue generating and are focusing on our scale up.

We already work with over half of the world's largest pharmaceutical companies and have footholds in five markets, including India and Indonesia (with close to 20% of the world population there – with more growth and partnerships planned), and Philippines, Cambodia, and Kenya too! We're just getting started though, so get onboard: do something that matters.

Learn more on [our website](#), find some of our features in the news ([Tech in Asia](#), [Straits Times with our founder story](#), or [Facebook talking about us?](#)), [watch this explainer video](#) or Google reach52 – or just get in touch! 😊

Who are we looking for?

reach52 has built a strong partnership network across healthcare, technology, government, and business services organisations – and have signed contracts with some of the world's leading companies. The focus is now on delivery the core services, but there are many partner requests for growth and potential new opportunities to launch services, in key markets such as the Philippines, Cambodia, India, Myanmar and Indonesia.

This role will focus on market research, proposition development, solution design and partner engagement to define and source opportunities that help underserved populations access healthcare support.

Title: Associate, Insight and Data

Project Duration: Full time with 6-month probation period

Start Date: ASAP

Location: India

Reporting to: Senior Manager, Insight and Data

What you'll do

The core role scope and responsibilities of the Associate, Research and Strategy will be:

- Work with the reach52 team on new qualitative and quantitative research projects to understand the healthcare needs of communities - helping define needs of low- and middle-income communities health needs, that we can then solve!
- Carry out monitoring and evaluation (M&E) activities for our healthcare campaigns – making sure we deliver value for all!
- Analyst research results, write reports, develop propositions for partners – working closely with internal and external teams to drive our insight into action!
- Research partnerships and potential collaborators for healthcare service delivery
- Work with management team on other strategic projects as the need arises - from market expansion to new business propositions, and more...
- Brief internal stakeholders and work collaboratively with other teams to help embed insight and data at the core of the organisation!

Who you are (probably!)

We're reasonably sure you should have a profile like this, but we can flex sometimes:

- 2-5 years' experience in strategy/business development/market research/solution development
- Some knowledge of healthcare sector (public, pharmaceuticals, digital health, etc.) is an advantage
- Strong quantitative and qualitative research skills
- Excellent written communication skills
- 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 work with reach52
- Ability to work hard to deadlines, and get the job done no matter what
- Competitive and hungry to win
- Fluency in English and Hindi/Kannada is a strong advantage (as well as any other languages used throughout India, given our growth plans)

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