

Business Development Lead

- ➔ Location: East Africa (Preferable, but open to other regions in Africa)
- ➔ Start date: Immediately
- ➔ Type: Full-time

Who we are

At Neopenda, we're dedicated to creating cutting edge technology solutions that solve the needs of underserved healthcare workers in emerging markets. We started this journey because we've learned firsthand about the challenges in healthcare in low-resource settings, and as biomedical engineers we knew we could leverage technology and user-centric design to create better, more affordable medical devices for emerging markets. Our first product, neoGuard™, is a 4-in-1 wearable vital signs monitor that provides real time data to nurses on a tablet. We're an early-stage, venture-backed startup thrilled to be transitioning to our commercial launch in Kenya and subsequently scaling our efforts globally. We are a diverse and passionate team, dually-based in Chicago, IL, USA and Kampala, Uganda. We are deeply rooted in our values:

- Sustainability
- Integrity
- Equity
- Inclusivity
- Humanity
- Resilience

Learn more about us online: www.neopenda.com

What you'll do

As our Business Development Lead, you will own key aspects of Neopenda's business development activities including partnership development, marketing, and expansion plans. This position will be based in Africa, preferably in East Africa as our initial launch market. You will work closely with customers and partners. Post COVID-19, you will have the opportunity to travel to new countries and regions to lay the groundwork for expansion and to work alongside implementation partners. As we continue to grow Neopenda, you will collaborate closely with the executive team to develop and execute growth strategies. This position reports to Neopenda's CEO. You will be actively involved in developing internal infrastructure systems for long-term sustainability. Tasks and responsibilities include:

- Oversee marketing activities and customer CRMs
- Routinely engage with customers and monitor company KPIs
- Refine Neopenda's expansion plan and develop market-entry strategies for new countries
- Manage relationships with partners (e.g. distribution partners, NGO/ implementation partners, Ministries of Health)
- Provide strategic guidance on company growth strategy and customer segments
- Support in fundraising activities
- Manage social media accounts and certain marketing activities
- Additional responsibilities may evolve based on your interests and Neopenda's business needs

What we're looking for

- MBA (preferred) or BS in Business Administration or similar degree (required)
- Minimum 3 years business development experience in Africa (required), and in the healthcare sector (preferred)
- Strong preference for business experience at a startup
- Experience engaging and managing global implementation partners
- Experience navigating market-entry for new products
- Ability and commitment to travel as needs arise
- Strong communication and teamwork skills
- Ability to rapidly adapt and overcome challenges as they arise
- Excitement for building impactful technology for low resource customer base

Why join Neopenda?

- We're a scrappy, inclusive, and authentic team that is rapidly growing.
- You'll be helping pioneer health tech in emerging markets. We've got our sights set on massive impact in global health.
- You'll have the freedom to think creatively and operate in way that works best for you. You'll have significant ownership and the ability to guide strategy as we continue to grow.
- You'll have access to our network of global experts within our team, mentors, and advisors.
- Your efforts will quickly and directly impact the lives of the vulnerable patients we serve.

If you are interested in this position, please send a CV to careers@neopenda.com.