

# **Job Description – Business Development Intern**

## **Introduction**

ClickDiagnostics is running a initiative in several rural areas of Bangladesh that empowers community health workers to work as entrepreneurs in providing various kinds of healthcare services using mobile phones. It integrates several services such as remote health consultation, emergency response, relevant data collection for strategic health interventions etc. Through this initiative, we are developing the business model to scale up this service across Bangladesh and then replicate across the globe.

## **Job Description:**

To develop a business expansion strategy and associated partnership strategy for Click Bangladesh, including and in particular the development of a comprehensive business model for telemedicine and associated services in rural Bangladesh.

## **Key responsibilities:**

- Develop a 2-year strategic plan for business expansion in Bangladesh, and associated partnership strategy.
- Gather data regarding rural health service market, using the platform of a pilot project.
- Design and conduct willingness-to-pay studies in order to develop a pricing strategy, revenue model and breakeven analysis.
- Conduct intensive research pertaining to service development, partnership development and service delivery mechanisms.

## **Qualifications needed:**

- Master's degree (or working towards it) in a relevant field, e.g. business development, strategic management, etc.
- Research experience in developing countries.
- Preferably some previous business development experience.
- Preferably some professional or academic background in public health or the health industry.

## **Skills required:**

- Relationship management and interpersonal skills
- Communication, influencing and negotiating skills
- Strategy development and Implementation
- Financial modeling, forecasting and pricing skills
- Presentation skills
- Research and Report writing skills
- Problem solving and decision making
- PC literate with PowerPoint, Excel and Word skills

**Competencies required:**

- Dynamic
- Creative
- Professional
- Self-motivated & pro-active