



Job Posting: Business Development Associate

Who we are.

THINKMD is a social impact benefit corporation whose mission is to develop clinical intelligence technology that is universally accessible. Our vision is a world where everyone, everywhere is empowered, informed and enabled to make quality healthcare decisions leading to healthier families and communities.

We have developed advanced clinical intelligence software that enables users to determine and better understand their health status to empower them to make better decisions about their health and healthcare seeking behavior. Our technology facilitates the use of data driven solutions to improve health care delivery, with an ultimate goal to reduce premature deaths globally. Our partners span public and private sectors, from small non-profit primary healthcare delivery programs to large multinational global health organizations as well as private sector health organizations and telecommunications sectors. Our team includes clinicians, software engineers, data scientists, global health experts, and global business-finance-strategy experts. Learn more at www.thinkmd.org.

Want to join us?

Are you looking to work for a mission driven company? Do you want to work on something that will have a global impact? We're a small and dedicated team looking for creative, problem-solving, passionate, mission driven team members to join us. You'll be challenged every day, work with hard working, dedicated people, and know that you're making a difference in helping people that need it the most. See the below job description – if this is you, we want to hear from you!

Please reach out to: jobs@thinkmd.org

Job Description: Business Development Associate

THINKMD is looking for a Business Development Associate to support THINKMD's commercial team. The Associate will help foster customer relationships and strategic partnerships, allowing THINKMD to continue scaling our solutions globally. The Business Development Associate will work with the business development, sales, marketing and customer success teams to deliver scalable digital health technology and healthcare solutions that will impact lives around the world.

Essential Job Functions:

- Ability to assess and identify new commercial opportunities, customer prospects, and partnerships
- The ability to research and analyze industries and markets across public and private sectors
- Excellent communication and interpersonal skills with exceptional capability to communicate and build relationships across cultural, ethnic and geographic boundaries
- Outstanding writing ability
- Strong quantitative and analytical ability; strong business acumen
- Ability to be self-directed and deliver results with minimal supervision
- Collaborative and capable of working well as part of a dynamic and interdisciplinary team

Requirements:

- 5+ years in a business development, sales, or marketing role
- Proficient with CRM software
- Background and strong existing networks in international development and/or global health
- Ability to travel 20% of the time

Preferred:

- Experience with USAID, DFID, or other international development or donor-supported projects
- Experience living and working overseas in low and middle-income countries (LMICs)

If this sounds like you, please send a CV and cover letter to us at jobs@thinkmd.org.