

Reliefwatch Business Development Manager

Company Overview:

Imagine needing a medication to a curable disease only to find when you go to your only local pharmacy that it's all out of stock. The World Health Organization estimates that 40% of all health centers in the developing world are experiencing stockouts RIGHT NOW, affecting millions of people everyday. Reliefwatch is a platform for multinational NGOs that operate health clinics in developing countries to report inventory records and disease cases. Since computers and internet are not widely available in these areas, Reliefwatch allows health center workers to digitize and update inventory records simply via text and automated voice calls. Once digitized, medical distributors can easily and effectively monitor supplies across multiple health clinics and warehouses, estimating when new shipments will be needed to avoid stockouts. Reliefwatch also aggregates data across health clinics and regional branches to provide a holistic overview of an entire organization's key metrics. Reliefwatch's technology has already been deployed through Central America, and was just selected by a USAID-funded initiative to launch in West Africa to track essential supplies and disease cases of Ebola.

Position Description:

Reliefwatch's Business Development Manager will establish partnerships with healthcare-oriented NGOs and research and evaluate potential verticals where Reliefwatch's technology can be expanded and implemented. The Business Development Manager will also work to secure funding for Reliefwatch beyond client acquisition through grants and competitions.

Reliefwatch is a Chicago-based startup looking for a Business Development Manager who wants to help make the world a better place for the millions of people who don't have dependable access to lifesaving medications. We don't know all of the answers and the work will be demanding, but you will have a lot of autonomy and be part of a passionate team with a focus on creative problem solving and technological innovation.

Responsibilities:

- Design and direct sales outreach process to establish new partnerships with multi-national NGOs
- Conduct user and product research with existing clients
- Complete applications for grants and competitions
- Support customers after implementation
- Work in collaboration with technical and business teams in downtown Chicago office

Qualifications:

- Experience working for a health-oriented NGO operating internationally, preferably in procurement, logistics, sales, or operations management

- Experience with sales and client outreach
- Familiarity with the demands of early-stage startups
- Ability to work independently and responsibly with limited direct oversight
- Must possess strong communication skills (written and oral)
- Bonus: familiarity with one of the following languages above the beginner's level: Spanish, French, Arabic, Hindi, Mandarin, Portuguese, Russian

Learn More:

Please visit www.reliefwatch.com for more information about Reliefwatch and feel free to inquire at daniel@reliefwatch.com with any questions.

How to Apply:

Send all application materials via e-mail to daniel@reliefwatch.com

What to Include:

A CV and cover letter are required. Please limit your cover letter to one page.

Office Location:

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