

January 2019  
Available position

## Head of Business Development

*"Next generation healthcare companies will compete on measurable patient and system outcomes and the winners will likely be those who outperform the combination of technology and service delivery. At Health Navigator, we bring together the best available medical, managerial and technical skills resulting in new patient-centric interventions delivered by outcome-based business models and contracts."*

Joachim Werr, MD, PhD, Founder of Health Navigator

**About the role:** As **Head of business development** at Health Navigator, you will join a high-performing, rapidly growing team who are passionate about serving patients through new healthcare interventions that rely on advanced data techniques, science and managerial skills. You will lead the commercial growth of our UK operations leveraging our track record of innovating and scaling up solutions that measurably improve patients' lives and their health while also measurably reducing costs for the healthcare system. You will also contribute to the development of our pipeline of new interventions within healthcare and preventive medicine.

### **Key business priorities and desired outcomes:**

- **Grow:** Within the next 24-36 month, drive the UK business from 9 CCG clients to +30 CCG and Trusts. From 1500 patients served to several thousand. From a team of 23 employees to an organisation of +50, with a robust portfolio of partnerships
- **Partner:** Further invest in our partnerships with academia and businesses sharing our values and ambitions in the sector
- **Innovate:** Our current launch product is far from ready. Your task will be to further develop our commercial offer, in a collaborative process with our clients

### **Your ideal profile and background:**

- Experience and demonstrated track-record of leading a growing entrepreneurial service-, tech- or consultancy business within the healthcare sector
- Medical and/or scientific, analytical background ensuring your understanding of our underlying scientific evidence and giving you credibility in representing Health Navigator's interventions throughout the UK market
- NHS or large healthcare organisation experience, knowledge and networks within the UK

### **Your personal strengths and skills:**

- Results driven, entrepreneurial team player, adhering to the highest ethical standards and passionate about improving patients' lives

- Highly analytical, interested in technique, IT, machine learning and systematic in your approach. Understanding and acting on the IQ- and EQ-aspects of launching new innovative services within a relatively slow moving, conservative healthcare system
- Networker and collaborator, understanding that success is built on partnerships and friendly strategies focused on primarily achieving patient and system impact

#### Salary and Incentives

- Base salary £60-80k p.a., pension and up to 20% bonus.
- An equity stake in Health Navigator can be discussed for senior candidates

#### Interested?

Please send CV and cover letter to Joachim Werr, MD, PhD and Founder of Health Navigator at latest **February 15<sup>th</sup>, 2019**. Email: [Joachim.werr@health-navigator.co.uk](mailto:Joachim.werr@health-navigator.co.uk)

