

Business Development Analyst

About Health Navigator

“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

Health Navigator specialises in the provision of innovative health care services, with a focus on improved outcomes for high-risk patient groups. It is currently working with a number of CCG's and Trusts from the NHS.

We have won multiple awards and nominations including:

- One of the companies selected for the Digital Health London Accelerator Program 2018-19.
- “Highly Commended” in final at Celebration of Innovation Awards 2018, West Midlands Academic Health Science Network.
- Winner of the Self Management category in the Mediplex Innovation Awards and showcase for 2017
- Nominated as a finalist in the HSJ Value in Healthcare Awards 2017.

One of our key services is Proactive Health Coaching (PHC) - a nurse-led intervention that helps people manage their health through evidence-based support and coaching, thereby preventing 30-50% of unplanned care. To date, Health Navigator have helped improve lives for more than 30,000 patients and have worked alongside them towards better health.



What's the purpose of this role?

Reporting to the Head of Business Development, the Business Development Analyst will support the evaluation and follow up of business development opportunities and support strategic decision making. The Business Development Analyst will also assist with the administrative facilitation of business and network development initiatives.

Your key responsibilities

- Work closely with the Head of Business Development to identify and assess opportunities through on-going horizon scanning activities.
- Provide ‘deep dive’ insights into selected business development opportunities that can be used to support prioritisation and strategic decision making.
- Identifies opportunities to improve and enhance the analysis and information provided to customers.
- Monitor global trends in technology and new legislation which can impact the management of existing services and general hospital operations.

Your personal strengths and skills

Essential

- Educated to BSc level or higher.
- Experience in healthcare sector or management consulting for healthcare sector or similar, preferably as a business development analyst.
- Experience in project management/overall responsibility for delivering and reporting back projects or work streams.
- Understanding of the digital health landscape.
- Proven financial analysis and presentation skills.
- Ability to develop clear analyses of the Healthcare Industry and key features of complex and dynamically evolving markets.
- Independently develop client ready power point presentations and build excel models needed to analyse health care statistics and market data.
- Experience of preparing investor and/or analyst presentations.
- Organizational and project management skills to manage projects through effective planning, resource allocation, and completion.

Desirable

- Good understanding of the NHS environment.
- Experience of working in a start-up or early-stage business environment.

Other

- Works independently and exercises a degree of judgment and adaptability in own decisions and actions.
- Proposes solutions to problems which may sometimes be complex; provides supporting information and analysis.
- Identifies improvements (to processes or the business) and refers to other colleagues for next actions.
- Builds, develops and maintains relationships within the team.

Salary: £35k – £40k (negotiable)

Are you up for the challenge?

Please send CV to Miguel Sa (miguel.sa@health-navigator.co.uk). We are looking forward to hearing from you!

Note: due to the high volume of applications, we will only respond to candidates who have been shortlisted.