

Designation	Manager – Health
Term	Full Time
Location	Nairobi, Kenya
About Intellectap	<p>Intellectap, a part of the Aavishkaar Group, is a pioneer in building enabling ecosystems and channelling capital to create and nurture a sustainable & equitable society. Founded in 2002, Intellectap works across critical sectors like Agriculture, Livelihoods, Climate Change, Clean Energy, Financial Services, Gender & Inclusion, Healthcare, Water and Sanitation, and has delivered over 500 global engagements across 40+ countries and syndicated investments of over \$500 Million USD in Capital. Intellectap through its presence in India and Africa, provides a broad range of Consulting, Research, and Investment Banking Services, to Multilateral Agencies, Development Finance Institutions, Social Enterprises, Corporations, Investors, Policy Makers, and Donors. Our common action platform, Sankalp Forum, one of the largest global inclusive development platforms, brings together the ecosystem to shape the way markets work for delivering the SDGs 2030. In 2021 Intellectap announced 100% acquisition of NRMCC, a climate change ecosystem player.</p> <p>Select clients of Intellectap include the USAID, Rockefeller Foundation, World Bank, Ford Foundation, The Hans Foundation, Doen Foundation, GIZ, DFID, Hindustan Unilever, P&G, International Finance Corporation, Asian Development Bank, and Michael and Susan Dell Foundation.</p> <p>Please visit https://www.intellectap.com/ to know more about us.</p>
Job Description	<p>What we look for:</p> <p>Whether it is a consulting expert, a research analyst, a finance prodigy, or an investment banker, we seek to hire the best across the globe and provide them with a unique global ecosystem of learning, experience, and expertise. Our teams are diverse, entrepreneurial, and fun, comprising millennials and seasoned experts, who are passionate about changing the landscape of social change. The ability to serve the next 3 billion is an opportunity of immense promise, and we look at those who are entrepreneurial in their mindset, sharp in their thinking, and bring in deep sector expertise to deliver compelling work globally.</p> <ul style="list-style-type: none"> ▪ Project Execution <ul style="list-style-type: none"> ○ Leading project teams and on-ground execution of deliverables as per project & client requirements ○ Identifying whitespaces and opportunities for the health & WASH team to meaningfully contribute towards solving challenges for low-income communities in developing countries ○ Co-creating strategic and operational plans for the Health & WASH team in collaboration with Sector Lead and corporate strategy team ○ Developing institutional frameworks for the Health & WASH including proprietary approaches and methodologies, and subject matter expertise (through hires and partnerships) ○ Working with the senior team members to manage communication channels with the client while identifying cross-sell/ up-sell opportunities ▪ Business Development <ul style="list-style-type: none"> ○ Tracking business development opportunities coming up in health sector ○ Lead proposal development in the areas of technical content, financial planning, human resource planning and management ○ Coordinate with other teams in the organization, and Technical Experts for requirements of preparing technical write-up for proposals ○ Support in the business development opportunities from international and bilateral agencies, as well Government clients in alignment with the strategic plan of

	<p>Intellectcap in general and the healthcare practice in particular</p> <ul style="list-style-type: none"> ○ Work with the senior management in developing and executing a sector growth strategy ○ Over time, assume increased responsibilities as a member of the senior management team of the company <ul style="list-style-type: none"> ▪ Brand Building <ul style="list-style-type: none"> ○ Build institutional relations and brand of the company in the health and related sectors ○ Develop articles, concept notes and whitepapers on strategic topics for publications and internal consumption ○ Identify capacity building needs among the Associate and Senior Associate and provide support career development
Qualifications	<ul style="list-style-type: none"> ▪ Masters or higher degree in areas of Business Administration, Health Administration, and other related fields ▪ Post Graduate in public health/ Management/ population education and demography, or related fields together with the experience of business development
Experience Requirements	<ul style="list-style-type: none"> ▪ Extensive knowledge of and networks with various health sector actors and various multi- and bi-lateral donors; ▪ Minimum 8 years' experience in Research, Business Development and Programme Management in the Health and Nutrition sector; ▪ Experience of working on long term Technical Assistance Projects in Health and related sectors.
Essential Skills	<ul style="list-style-type: none"> ▪ Excellent project and client management skills including demonstrated experience of successfully undertaking client negotiations ▪ Excellent writing and research skills ▪ Good presentation skills and proficiency in MS Office ▪ Excellent communication skills and ability to clearly and concisely articulate complex information ▪ Being pro-active and ability to work with minimum level of supervision ▪ Ability to work effectively and efficiently in multi-cultural and multi-ethnic teams ▪ Fluency in English and ability to deliver message effectively verbally and in writing. ▪ Flair with a foreign language French/Spanish will be useful
Application Process	<p>If you meet most (if not all) of the qualification criteria, please send your CV and a cover letter to career@intellectcap.com cc kevin.kerosi@intellectcap.com with your name and the role in the subject line of your email. Please note that the cover letter is mandatory and must include an explanation of your interest in the role, your motivation to join Intellectcap, and broad vision for the Healthcare / WASH in India.</p> <p>If a candidate is found to be qualified based on the CV and cover letter, 3-4 rounds of telephonic and in-person/video interviews will be conducted. These will cover several interviews to test analytical and problem-solving skills through a round of interactions with the business team, consulting case, and quantitative assignments depending on the role we are hiring for and the experience of the candidate.</p> <p>While we thank all applicants, only shortlisted candidates will be contacted. Given the volume of applications we receive, we are unable to provide responses or specific feedback to all applicants.</p>
<p>Intellectcap is an equal opportunity employer. We welcome all qualified individuals from diverse professional, academic, and cultural backgrounds, regardless of gender, religion, race, ethnicity, and nationality, and are committed to fostering a diverse and inclusive workplace.</p>	