Sisu Global Health

Sisu Global Health Business Development Posting

Sisu Global Health has an opening for a business development position to create systems for supply chain management and quality control in Sisu’s products. This is a 3-month engagement with the potential for a permanent position. Part-time/consultancy is negotiable during the 3-month engagement. Sisu is seeking an individual with a graduate-level business education or systems engineering with an understanding of operations. A background in international business or industrial operational engineering is preferred.

Company

Sisu Global Health is creating medical devices for emerging markets, more specifically Sub-Saharan Africa. Our goal is to design medical devices with input from clinicians who have a greater understanding of their context than foreign organizations. These devices are designed to in-country need and international specification, are cost-conscious, and able to withstand the most challenging environments. Sisu’s first product and current focus is Hemafuse: a surgical tool that can recycle blood from internal bleeding.

Position

Sisu Global Health is seeking a business-minded individual interested in the medical device space and blood access issues. This position entails determining the supply chain and operations systems for Sisu’s first product, Hemafuse for the purposes of a clinical pilot (first in-human study) in Zimbabwe. This includes quality control, import/export, insurance, etc. This individual would also be building a quality policy based on an existing framework and assessing the market landscape and market size of Hemafuse. This individual would work directly with the Chief Executive Officer.

If the position converts to full-time, it would entail creating operations systems, supply chain, building a quality policy, market research for the current and future products, helping choose future product direction based on market needs, existing competition and potential costs. The position will require analytical analysis based on ambiguous data from case studies, interviews, field studies, and internet research.

Key Responsibilities

Quality Control

- Assess quality of manufactured parts
- Determine safe shipping methods and quality of product during shipping
- Communicate effectively with suppliers and shippers

Quality system construction and maintenance

- Build a system to categorize and create documentation for quality system
- Determine product materials documentation and training materials for end users

Import/Export and Insurance

- Investigate and file for key required documents and licenses needed to bring Hemafuse into Zimbabwe for the clinical pilot
- Investigate and file for key required documents and licenses needed to export Hemafuse after it has contacted blood and bring back blood samples from testing
- Determine necessary insurance needed to protect Sisu’s liability
- Determine key stakeholders that need to be engaged and informed on Sisu’s study

sisuglobalhealth.com | info@sisuglobalhealth.com | +1.906.370.3975 | @sisuglobal
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Other roles as needed

Sisu is a small start-up. Our job descriptions are the minimum expected from each employee. The engineer will be relied upon for many activities outside of those mentioned. Some of those could be:

- Reviewing business plans, applications or other documents that help our overall mission with a technology lens
- Informing pricing structure for financial projections
- Collaborate with marketing team on end user feedback and needs scope

Qualifications

- Graduate-level business degree or systems engineering degree
- Experience in international business or industrial operations engineering preferred
- Team player who can both give/receive constructive feedback and believes in open communication
- Able to negotiate compensation
- Background in global health is preferred.
- English fluency required, French/African language competency/fluency a plus
- Ability to thrive in unstructured, fast-paced environment. The successful candidate will be motivated by the need to think out-of-the box without significant direction
- Outspoken in a small group, sense of humor and ability to adapt on the fly are required

If interested, please submit your resume and “Why You Want to Do this Crazy Job” letter (aka cover letter) to info@sisuglobalhealth.com