



Head of International Developments- My Way Digital

MyWay Digital Health (MWDH) (www.mwdh.co.uk) is an ambitious, rapidly expanding digital health company with a focus on online support for the management of diabetes. It is a purpose driven company whose vision is to improve the lives of people with diabetes around the world through affordable data-driven solutions.

MWDH deploys B to B solutions, selling mainly to healthcare organisations. Solutions are aimed at organisational managers, insurers, governments, clinicians and people with diabetes directly.

The main MyDiabetesMyWay (patient facing) and MyDiabetesClinical (clinician facing) platforms enable data-driven insights through integration with electronic health record and remote monitoring data and deliver advice and educational/ self-management support.

MWDH is now well established in the UK, with national and large regional contracts, and is looking to employ a head of commercial and operational activities with a focus on the non-UK business, initially in the Middle East and USA territories, where the business has established relations and has developed a good pipeline of contractual opportunities.

Key Activities would be supporting:

- operational, legal and regulatory activities to enable company set up and trading in USA and Middle East
- development of commercial partnerships for distribution, hosting and integration of IT solutions
- new commercial/ sales opportunities and associated contracting arrangements
- operational set-up of proof of concept pilots/ initial contracts
- international employment/ team building e.g. set up of local sales teams/ local technical team, including 1st line technical user support (through partner organisations or employees)

Key Skillsets, include experience in:

- the health IT industry
- international working (ideally in USA and middle east)
- company operations (including regulatory and legal aspects)
- supporting an expanding SME companies through rapid growth
- business development planning
- team and project management



Key Attributes:

- Willingness to work across job roles/ boundaries
- Good team player
- Willingness to travel
- Good communications skills
- Enthusiastic and positive can-do attitude

Salary will be commensurate with experience. Additional benefits may include:

- Bonus/ commission on new sales activity
- Share Options
- Pension
- Death in service benefits
- Flexible working
- Childcare vouchers

For more information contact: debbie.wake@mwdh.co.uk