



### 2014-2015 SEAD Research Assistants

The Social Enterprise Accelerator Program (SEAD) is a three-year accelerator program for **high potential healthcare social entrepreneurs** and works to **scale the impact of healthcare innovations in the developing world**. SEAD is a cross-Duke collaboration, implemented by Fuqua CASE, IPIHD, DGHI, and Investors Circle, and is funded through a partnership with USAID. SEAD works directly with leading and award-winning social enterprises, including Fast Company's #1 Most Innovative Healthcare Technology Company.

#### Position

SEAD is currently hiring two Research Assistants for the 2014-2015 academic year to work between **8 and 10 hours a week** at Fuqua's standard rate (\$11.50 to \$12/hour) This is a great opportunity for MBA students to work on mini-consulting projects and gain a breadth of exposure to the healthcare innovation space.

These positions will be managed by IPIHD and the RAs will primarily work from IPIHD's offices located in the American Tobacco Campus, downtown Durham. Some hours can also be worked in the SEAD/CASE suite in Fuqua.

These positions will support SEAD's work with the innovative companies in the accelerator program. While the positions run through May, individual projects may be short-term (1 to 2 weeks) or stretch throughout the year. Projects will vary based on innovator need; the following are possible examples:

- **Crafting an impact story:** Working with an mHealth provider to turn existing results into a compelling impact story.
- **Preparing a pitch:** Working with a primary care clinic chain in India to develop a strong pitch deck to share with investors.
- **Data analysis recommendations:** Working with a healthcare provider in Kenya to improve data collection and reporting procedures.
- **Commercializing a new product:** Working with a TB provider in India to commercialize their proprietary technology into a separate organization and identify the best markets to target.
- **Case study on replication to a new country:** Working with a health insurance provider in Pakistan to develop a case study documenting the adaptation of their model to Mexico.

#### Skills Desired

Given the range of possible projects, MBA students with experience in financial analysis, investment pitch practice, business planning, and/or market research and strategy are encouraged to apply. Preference will be given to those with demonstrated interest in healthcare, social enterprises, innovation, and/or emerging markets.

#### To apply

If you are interested in applying, please submit a resume and cover letter to Andrea Taylor ([andrea.d.taylor@duke.edu](mailto:andrea.d.taylor@duke.edu)) by September 19.