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## Impact & Innovations Fellow Kisumu, Kenya

At Miti Health, we are on a mission to transform healthcare in Kenya by improving the way that the private sector delivers care in low-income communities. Retail pharmacies provide the majority of primary care to the bottom of the pyramid, yet 1 in 4 of the medications that they sell are poor quality and these pharmacies lack information to help them purchase better medication and improve patient care.

We are a small, fast-moving social enterprise based in Kenya guided by a belief that leveraging technology and data can drive major improvements in the quality of both medication and primary care. Our mission is to help ensure that all patients are able to access quality medications from their local healthcare providers.

Miti Health was started in 2013 by a multidisciplinary team from Stanford University that is passionate about supporting the health sector in East Africa. Our work is supported by the Biodesign Program and [Center for Innovation in Global Health](#) at Stanford as well as [D-Prize](#) and the [Unreasonable Institute in East Africa](#). In addition, we were recently awarded funding from the [Bill & Melinda Gates Foundation](#) to support integration with mobile money services and to expand our work with chemist shops.

Our two-pronged approach to supporting private sector health care includes the following:

- We work with 20 chemist shops in Western Kenya that pay monthly for our point of sale and inventory management platform
- We operate a thin-layer chromatography lab and test medication for social enterprises and suppliers to help them consistently source high-quality medication

Our goals for 2016 include growing operations to support 100 shops in Kenya and building strategic partnerships for mobile money, access to finance, and supply of consistently high-quality medication. We also intend to expand the medication testing services and developing a strategy for working with governments and pharmaceutical manufacturers and suppliers to drive improvements in medication quality and testing.

### **Responsibilities:**

We seek a creative and data-driven Impact & Innovations Fellow to help us identify new approaches to maximizing our impact and operational reach and develop small-scale experiments to evaluate these approaches.

Ideas might include working with banks to develop a mobile credit offering based on sales transactions; using optical character recognition to streamline customer on-boarding and reorder of medication; using analytics to set criteria and award “high-quality” chemists with special incentives; using best practice approaches in US health care like pharmacist counseling programs and telemedicine to broaden the reach of existing nurses and doctors into rural locations; and developing the analytics to predict and pool procurement to lower prices on medication.

- *Understand our customers:* Develop an intimate understanding of the business and pain points of our current chemist customers including their revenue and costs, supply chain, sales frequency by drug class, and interaction with other stakeholders.



- *Evaluate cost-effectiveness of approaches:* Evaluate the potential for impact of each approach and the cost associated with implementation and use this framework to guide decision-making about which to test.
- *Build analytic framework for operational decision-making:* We currently have basic analytic capabilities in R and Tableau to monitor our progress and are keen to develop more nuanced and actionable analytics to guide field operations.
- *Conduct feasibility testing:* Begin designing pilot to implement tests of each model. Evaluate the difficulty of development and implementation of each pilot approach and proceed with those that are most straightforward.
- *Develop small pilots of approaches:* design data-collection tool and work with operations director to roll out at small subset of chemist shops. Conduct data collection.
- *Report on findings and roll into core offering:* For any approaches that seem to add significant value with a straightforward and cost-effective approach, roll into core operations and work with team to ensure implementation and integration in product.

## **Qualifications:**

- Previous success driving results in an early-stage organization
- Significant modeling and statistical experience
- Interest in working with a diverse and multi-disciplinary team
- Effective communicator and extremely strong written and spoken English
- Strong problem solving skills including decision-making and time management
- Entrepreneurial nature, creativity, resourcefulness, and a sense of humor
- Previous experience in developing contexts preferred
- Excellent organizational and analytical skills with strong technical abilities
- Advanced knowledge of Excel, R, and survey design desired

Miti Health is driven by our mission to build systems with potential for large-scale impact. We see our people as our greatest asset, and we have a dynamic and engaged team working full and part-time. We can currently offer extremely modest compensation and travel, with the possibility for a future increase in compensation and equity as we scale.

Please send a resume and cover letter to [jobs@mitihealth.org](mailto:jobs@mitihealth.org) with the subject line "Impact & Innovations Fellow Application."