

The background of the entire page is a blurred, high-angle view of a city skyline, likely New York City, with various skyscrapers. In the foreground, there is a blurred figure of a person with long blonde hair, wearing a light blue top, walking towards the camera. The overall aesthetic is modern and professional, with a focus on movement and urban environment.

AQUARIUS POPULATION HEALTH

**Transforming health,
for everyone**

**INTERN:
BUSINESS DEVELOPMENT**

Ref: BD1

Job Title

Intern: Business Development (BD1)

About Us

Aquarius Population Health is an exciting and innovative healthcare consultancy based in London. Our mission is to efficiently generate the evidence required to inform rational healthcare decisions. Our clients and collaborators come from the broad spectrum of life-science organisations, from start-ups to the largest multinationals. We work on projects spanning medtech, pharma and service delivery, collaborating with industry partners, healthcare providers, charities, academia and government.

As a rapidly growing company, we attract talented people who are looking for an opportunity to shape the work we do and improve the health of our population. If you are passionate about delivering excellent results, working in and leading a talented team, and being flexible and dynamic, we want to hear from you. We welcome applicants from a range of backgrounds including academia, consulting, industry, government, and healthcare providers. If you love working on challenging and stimulating projects, exploring and learning new skills, and having your contributions appreciated, then Aquarius is the ideal environment for you.

Job description: summary

We are recruiting a highly motivated and enthusiastic individual for a Business Development Intern role. This is part-time (2-3 days/week) for an initial 3 months, and the ability to extend the role past that time. The role is based in Tileyard near King's Cross, London, and would be ideal for someone who wanted to gain real world experience while completing an MSc or MBA, but we will also consider people who have finished a degree.

The successful candidate will support the Directors on business development activities, to help us grow and expand the work we offer. The right person will be knowledgeable and ideally experienced in business, management, and how companies operate. They will also have experience of research, analysis, and presenting results to stakeholders. They will be passionate about delivering excellent results while managing their work in an efficient and professional manner.

Candidates with a degree in Business/Management and related fields or experience working in these fields will be considered for this position. The role will be varied and include helping us develop our internal systems and processes, supporting our recruitment and marketing strategies including original research on customer segmentation and competitors, and other activities that may arise. There will be many opportunities to learn skills and gain knowledge to support the work we do and grow our offering. They will have opportunities to be involved in our sales process and growing our client base and revenue.

Key responsibilities

- Plan, design and conduct original business research
- Conduct desk research on competitors, products, services, etc.
- Develop HR processes and support on delivery (including induction, recruitment, etc.)
- Develop database of customers and products; support on customer segmentation
- Potential to support on developing our marketing strategy and materials
- Present findings to the Directors and internal team members in print and oral form
- Contribute to the growth of Aquarius and helping us achieve our business goals
- Support the team on administrative tasks as needed
- Contribute to our internal resources and knowledge base

Person specification

- Excellent communication skills (written and oral) with people across all levels of expertise
- Highly motivated, ambitious, enthusiastic and committed with a strong client focus
- Able to work independently and in a team
- Strong leadership and people management skills including client relationship abilities, and/or the interest to develop these skills
- Multitasking and time management skills and experience
- Able to work under pressure to tight timelines
- Flexible and able to adapt easily and innovate
- Curious and interested in acquiring new knowledge and skills
- Creative, and solutions-focused
- A real problem-solver
- Detail-oriented
- Excellent work ethic and integrity
- Ability to network

As a small consultancy, all members of the team are expected to work on multiple ongoing projects and manage their workloads and are also expected to make a positive contribution to the growth and success of Aquarius.

Experience and skills

	Required	Desired
A strong interest in health, healthcare, and medical decision problems	✓	
Good knowledge and experience of desk and online research for business	✓	
Ability to think about research questions and develop appropriate methods and approaches, and implement them	✓	
Strong writing and communication skills with people at all levels	✓	
Ability to manage healthy and productive relationships with the internal team	✓	
Experience in project management and delivering results successfully to deadlines; demonstrated ability to prioritise	✓	
Good experience using Microsoft Suite particularly Excel	✓	
Knowledge of the UK health care system and data sources		✓
Experience of designing processes for business		✓
Experience of marketing/developing marketing content		✓
Awareness of UK/International health policy		✓
Experience working in a consultancy or as a consultant		✓

Qualifications

- MSc/MBA in Business, Management or related field, or BSc/BA with equivalent skills and on the job professional work experience
- Previous and proven experience
- Fluency in English (written/oral) essential

Salary

From £12/hr, based on experience. We offer ongoing personal and professional development and other benefits.

Our work

We have five primary focus areas, to which all members of the team can actively contribute.



Our independent consultancy delivers key insight to drive evidence-based decision making in healthcare delivery and patient care. We specialise in evaluating the value of implementing healthcare products and services. As part of our work, we develop bespoke solutions to address our clients' and collaborators' needs and unique challenges. We aim to:

- Put enhancing people's health and wellbeing at the centre of what we do
- Collaborate with clients across industry, universities, health charities and government
- Support innovation and adoption of healthcare products and services
- Contribute to national and international health policy
- Lead on novel academic and grant-funded research projects
- Develop insight from complex data
- Use creative approaches in seeking solutions, and always consider the bigger picture
- Communicate key messages about the value of healthcare in a meaningful way to diverse audiences
- Develop strong relationships, and we work with people who feel the same way

Please see our [website](#) for more information and details about the work we do.

Benefits of working with Aquarius

As a company, we value and reward loyalty, creativity and originality. We believe in supporting people as they develop, and staff have a learning and training plan as part of their role. Aquarius also offers a range of perks including a fun and rewarding office environment with an international team, flexible hours, remote or part-time working, and a reward scheme for bringing in new clients/projects. Well-behaved dogs are welcome to join Teddy, our Wellbeing Officer, in the office.

Location of the job

This position is based at our offices in Tileyard Studios, just next to King's Cross in central London. We offer flexi-time, and work from home possibilities after a successful probation period.

[Tileyard Studios](#) is a vibrant and friendly hub for entrepreneurs and the creative sector including many famous musicians and brands, and has an excellent [cafe](#), [brewery](#), and [health & well-being centre](#) on site. There are regular free music and social events in the café and brewery. It is within easy walking distance to King's Cross/St Pancras/Euston/Camden with a car/shuttle service to King's Cross throughout the day. We are part of the wider [King's Cross development](#), a new part of the city being transformed into an exciting place to be with homes, shops, offices, galleries, bars, restaurants, sports and leisure activities, schools, and even a university. There are easy links to the rest of London, the UK, and the rest of Europe/the world with the Eurostar at St Pancras and five London airports easily accessible with public transport.

How to apply

To apply, please visit <http://aquariusph.com/careers/submit-your-cv/> to submit your **cv** and **cover letter** online with the reference **BD1**. Please name your file First Initial(s) Surname_letter and First Initial(s) Surname_cv, e.g. A Adams_letter. In your cover letter, please detail:

- Why you are the right person for the job, and specifically describe how you meet each item on the list of experience and skills.
- Confirm you can start in early April, or if not, when you would be able to start.
- How you heard about the position.

This cover letter is an essential part of the selection process to help us understand if you are the right person for the job. If you do not include it and answer the above points, you will not be considered for the job.

Closing date

The closing date for applications is **Sunday the 22nd March at 11pm**. Candidates will be assessed by our recruitment panel, and interviews will be scheduled for the week commencing 30th March. The successful applicant will **start early April**.