



# We're looking for: Account Manager Intern - Key Accounts / SME (Limited To 3 Interns) [Healthcare Ecommerce Startup]

*Note: this is an unpaid internship. This is an opportunity to work directly with our co-founders and management team (ex-aCommerce, Lazada, Shopee, etc.) in a fast-moving venture-backed startup that is part of the [Google for Startups Southeast Asia Accelerator Program](#). You will learn all the ins-and-outs of building a new business from the ground up and/or rapidly scaling new business units and products. This position is limited to 3 interns.*

## About HD

- [HD](#) is the leading healthcare and surgery marketplace in emerging Southeast Asia, powering over 1,500+ healthcare providers including some of the biggest hospitals. We connect patients to hospitals, clinics, operating rooms, and surgeons while offering healthcare financing solutions to increase access to affordable care and surgeries. To date, over 250,000 patients have benefited from more accessible and affordable healthcare and surgeries through our platform.
- HD operates the HDmall platform in [Thailand](#) and [Indonesia](#), offering both outpatient and inpatient healthcare services.
- HD also runs HDcare, a service that enables healthcare providers – many already on the HDmall platform – to increase utilization of hospitals' and clinics' operating room capacities. With low utilization rates across private hospital infrastructure, this 'Airbnb for Surgeries' solution enables HD to help both healthcare providers as well as patients.
- HD is part of the [Google for Startups Accelerator: Southeast Asia](#) program.

## About us in the media:

- Techcrunch: [This startup brings Southeast Asia's vacant hospital rooms into the sharing economy](#)
- Tech in Asia: [Thai's 'Airbnb for surgeries' secures \\$6m funding](#)
- Techsauce: [HD แพลตฟอร์ม Marketplace สำหรับบริการสุขภาพในเอเชียตะวันออกเฉียงใต้ระดมทุนได้ 6 ล้านเหรียญ พร้อมเปิดตัวบริการผ่าตัดทางเลือก HDcare](#)

## Roles & Responsibilities:

- Maintain and develop business relationship with leading hospitals and clinics
- Drive the growth of the category by making decisions related to assortment development, pricing, promotions, and marketing campaigns
- Business owner for Key / SME Accounts for delivery of KPI - P&L management - Gross Transaction Value, Revenue and Gross Margin, best costs/prices, among other metrics
- Lead negotiations of key commercial terms and conditions
- Work with Healthcare Marketing Solutions team to drive growth of healthcare marketing solutions revenues and share of wallet

## The ideal candidate should possess the following:

- Working towards Bachelor's Degree
- Basic logic and analytical skills required
- Familiar with Gsuite (Google Docs/Sheets/Slides)
- Get things done attitude
- Ability to multitask and juggle multiple priorities
- Good communication skills

To apply, reply this email or email your resume to [xy@hd.care](mailto:xy@hd.care)