Orbit Health

eHealth IT Services PLC

🏢 About the Company

eHealth IT Service P.L.C (Orbit Health) is a digital health pioneer in Ethiopia, transforming healthcare through innovative solutions. With a vision to expand across Africa, we aim to bridge healthcare gaps, improve access, and enhance patient outcomes. At Orbit Health, you'll be part of a mission-driven team shaping the future of healthcare.

Position 1

💼 Job Title: Business Development Associate (BDA)

📍 Reports To: Operation Manager

🔢 Number of Positions: 2

🎯 Key Responsibilities

• Conduct market research to identify new clients, high-potential segments, and business opportunities

• Generate and quality leads through cold calls, emails, LinkedIn, and other channels

• Maintain accurate records of leads and opportunities in the CRM system

• Schedule meetings, demos, and introductory calls for the sales team

• Act as the first point of contact, building strong relationships with early-stage prospects

• Track tenders, RFPs, RFQs, and new project opportunities

• Support proposal, quotation, and tender preparation and submission

• Gather market intelligence, conduct competitor analysis, and produce actionable reports

• Assist in identifying and engaging potential strategic partners

📚 Qualifications & Skills

• Education: Bachelor's degree in business administration, Marketing, Management, Economics, or a Health-related field

• Experience: Minimum 2 years in business development, sales, lead generation, proposal development, or related roles

• Skills: Strong communication, research, analytical, CRM proficiency, time management, strategic thinking, Resilience and collaboration

⚠️ N.B.: Candidates with a background in health sciences, IT, and an MBA or additional business qualifications, who have relevant experience working in the same or similar areas, are highly encouraged to apply

---

Position 2

Job Title: Business Development Consultant – eHealth IT Service P.L.C (Orbit Health)

Orbit Health is digitizing healthcare and accelerating innovation across Africa through Orbit Health (EMR/PHR), Orbit Innovation Hub (startups), and Orbit AI Labs (AI & data analytics).

🎯 Role

Lead the commercial expansion of the Orbit ecosystem by building strategic partnerships, unlocking funding opportunities, driving AI-powered market strategies, and integrating startups into Orbit's healthcare solutions.

✅ What We're Looking For

5+ years in Health-Tech, AI/Big Data, or Startup ecosystems

Strong knowledge of digital health systems (EMR/PHR/Interoperability)

Experience with partnerships, grants, investors, and government stakeholders

MBA or advanced degree in Business, Tech, or Health Leadership

Excellent pitching, negotiation, and leadership skills

Find The Details Here
https://drive.google.com/drive/my-drive?dmr=1&ec=wgc-drive-hero-goto&q=after:2026-01-29%20parent:0AEa5ou_66UbjUk9PVA

Position 3

Job Title : Business Development Intern – eHealth IT Service P.L.C (Orbit Health)

🎓 Internship Opportunity

An opportunity to gain hands-on experience in business development within a health-tech and innovation ecosystem.

🛠️ What You'll Do

- Conduct market and partner research
- Assist in proposals, presentations, and concept notes
- Support communication with partners and startups
- Track BD activities and opportunities

✅ Who Can Apply

- Recent graduates in Business, Management, Marketing, Health, or Technology
- Strong communication and research skills
- Interest in Health-Tech, AI, and startups
- Eager to learn and proactive

Position 4

Job Title: Senior Software Engineer (Digital Health / EMR) – eHealth IT Service P.L.C (Orbit Health)

🎯 Role

We are looking for a Senior Software Engineer with strong experience in digital health systems, especially EMR, to lead the design, development, and optimization of scalable health-tech solutions.

🛠️ Key Responsibilities

Develop, customize, and maintain EMR and digital health platforms

Ensure interoperability, data security, and system performance

Collaborate with AI, data, and product teams to enhance health solutions

Support integration with health facilities and stakeholders

✅ Requirements

Proven experience working on EMR or digital health systems

Strong background in software development and system architecture

Knowledge of interoperability standards and health data management

Ability to work in a multidisciplinary tech environment

🌟 Why Join Us

• Be part of a fast-growing, mission-driven company

• Gain exposure to high-impact projects and business strategies

• Work in a collaborative, innovative, and supportive environment

⏳ Application Deadline: February 28, 2026

📍 Location: Head Office, Goro ICT Park Addis Ababa

📧 How to Apply:

Submit your CV to careers@orbithealth.co

📌 Please include the Job Title in your email subject line!