

Job Description

Title:	Regional Sales Consultant – French West Africa	Location:	Dakar or Abidjan
Department:	Commercial	Monthly Salary:	Negotiable / based on experience + performance bonus
Status:	Full time Consultancy	Hours of Work/Duration:	40 hours/week
Reports To:	Commercial Director	Responsible for:	French West Africa

Role Summary:

The Regional Sales Consultant – French West Africa is responsible for establishing an effective and sustainable distribution network for the Ipas Manual Vacuum Aspirator (MVA) Kit, Levoplant and other contraceptive products in West Africa region in order to drive sales revenue, volume, and profit in the region. The Consultant is also responsible for the formulation and implementation of the annual business plan for French West Africa, as well as, in collaboration with the Global Product/Category Manager, developing strategies on how to position, market and distribute our products.

Responsibilities:

- **Sales**
 - Identify market potential by qualifying accounts.
 - Initiate sales process by scheduling appointments; making initial presentation; understanding account requirements.
 - Close sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts.
 - Contribute information to market strategy by monitoring competitive products and reactions from accounts.
 - Recommend new products and services by evaluating current product results; identifying needs to be filled.
- **Distribution network**
 - Perform a landscape analysis on the French West Africa region and existing distributors
 - Manage, monitor and enhance the distribution network around Focus (high priority/volume) and Maintenance (medium-low priority/volume) Countries and provide adequate support to Maintenance Markets
 - Consistently review and improve distributor capabilities
 - Transform distribution network where necessary

- Implement and monitor the '9 Cell Account Targeting Matrix'
- **Targets**
 - Achieve sales revenue, volume and profit targets
 - Manage expense budget within allocated budget
 - Successfully launch new products in line with key organizational goals
 - Manage accounts receivables in line with targets
- **Customer contact**
 - Ability to network on multiple levels
 - On a high level negotiate and influence key opinion leaders
 - To call on Providers, RH Facility Managers, Supply Chain Personnel and other Key Decision Makers on a regular basis in line with the stipulated Route Plan
- **Collection of data**
 - To collect the required data in a timeous and precise manner
 - To input the data in a timeous and precise manner
- **Remedial action**
 - Identify areas that require remedial action
 - Take full accountability and responsibility for the required remedial action
 - Ensure correct usage of MVA
 - Convert from D&C to MVA
 - Resolve out of stock situation's
 - Work in consultation with Distributor
- **Organizational Goals**
 - Achieve DKT WomanCare organizational goals
- **Customer/Partner collaboration**
 - Establish a comprehensive partner network throughout key Focus Countries
 - Network on multiple levels
 - Influence key opinion leaders
- **Project management**
 - Lead and manage projects to successful completion
- **Admin**
 - Maintain good records of business activities
 - Keep within the allocated expense budget

Key Relationships:

- **Relationships and Roles - Internal / External Cooperation**
 - Demonstrate ability to interact and cooperate with all company employees
 - Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity
 - Maintain professional internal and external relationships that meet company core values
 - Proactively establish and maintain effective working team relationships with all support departments
- **Internal:**
 - Managing Director; Operations Director and Commercial Director
 - Director of Medical Affairs and Pharmacovigilance
 - Global Product Manager
 - Customer Service, Logistics and Finance
- **External:**
 - Ipas

- Funders – UNFPA, DFiD, USAID, World Bank, Irish Aid
- Social marketing – DKT, IPPF, MSI, PSI, Pathfinder, Path
- Commercial distributors
- Consolidators
- MOH
- Providers – OBGYN, Midwives
- Supply chain organizations – JSI, Crown Agents
- RH Supplies Coalition Africa representatives

Qualifications and skills required

- Qualification in either commerce, sales, marketing, medical or biological related field would be ideal
- Minimum of 7 years of sales management experience in the Pharmaceutical and/or Medical Device industry is essential
- Reproductive Health experience would be an advantage
- Fluent in French and working knowledge of English are essential
- Willingness to travel around 60-70% in the region mostly, and occasionally to other regions
- Results driven, action oriented, can-do attitude, effective implementer, Impatience to bureaucracy
- Solution focused, creative problem-solver, innovator, sees the big picture plus hands-on
- Comfortable and motivated working in an international/cross-cultural setting
- Ability to effectively manage multi-tasks concurrently
- Ability to work independently with limited guidance
- High energy levels, self-starter and results-oriented

Application details:

Send your resume/CV and a one-page cover letter detailing how your sales experience and achievements to date would add value and make a difference to DKT WomanCare to rodrigo@dktwomancare.org by January 24th 23h59 GMT.