

## Job Description

<b>Title:</b>	Regional Sales Consultant – Anglophone West Africa	<b>Location:</b>	Nigeria or Ghana preferably
<b>Department:</b>	Commercial	<b>Monthly Salary:</b>	Negotiable / based on experience + performance bonus
<b>Status:</b>	Full time Consultancy	<b>Hours of Work/Duration:</b>	40 hours/week
<b>Reports To:</b>	Commercial Director	<b>Responsible for:</b>	Anglophone West Africa

### Role Summary:

The Regional Sales Consultant – Anglophone West Africa is responsible for establishing or maintaining an effective and sustainable distribution network for the Ipas Manual Vacuum Aspirator (MVA) Kit, Levoplant and other contraceptive products in Anglophone 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 and forecasting for Anglophone West Africa, as well as, in collaboration with the Marketing Team, developing strategies on how to position, market and distribute our products delivering the highest health impact as possible.

### 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 assigned territory region market, particularly public sector tenders, and existing distributors, partners, government and end user users.
  - Manage, monitor, support and develop the distribution network following company's priority, key account management and growth plans.
  - Consistently review and improve distributor/partners capabilities.
  - Transform/improve distribution network where necessary.

- **Targets**
  - Achieve sales revenue, volume and profit targets.
  - Provide mutually agreed 12 months rolling forecast on quarterly basis.
  - Manage accounts receivables in line with targets.
  - Manage expense within allocated budget.
  - Successfully launch new products and enter new markets in line with key organizational goals.
- **Customer contact**
  - Ability to network on multiple levels and across multiple sectors, with proven experience and contacts within National and State Health Authorities.
  - On a high level negotiate and influence key opinion leaders.
  - To call on Health Sector Government officials, 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 timely and precise manner.
  - To input the data in a timely and precise manner.
- **Remedial action**
  - Identify areas that require remedial action.
  - Take full accountability and responsibility for the required remedial action.
- **Project management**
  - Lead and manage projects to successful completion.
  - Facilitate communication and drive product registration process between Distributor's Regulatory Affairs (RA/Quality Assurance (QA) teams and DKT WomanCare RA/QA teams.
- **Admin**
  - Maintain good records of business activities, sales data, distributor's performance and market insights.

## 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:**
  - Primarily Commercial, Marketing and Operations/Customer Service Departments.
  - Regulatory, Quality and Medical Affairs and Pharmacovigilance, and Finance Departments
- **External:**
  - Lincensor and training and advocacy expert: Ipas country programs
  - Funders/procurers – UNFPA, DFiD, USAID, World Bank, Irish Aid
  - Social marketing – DKT, IPPF, MSI, PSI, Pathfinder, Path
  - Commercial distributors
  - Consolidators

- Ministry of Health (MoH), State Departments
- Providers – OBGYN, Nurses, Midwives
- Supply chain organizations – JSI, Crown Agents
- RH Supplies Coalition representatives

**Qualifications and skills required:**

- Qualification in either commerce/sales, marketing, medical/pharmaceutical or biological related field would be ideal.
- Minimum of 7 years of sales experience in the Medical Device (preferably) or Pharmaceutical industries with proven track record of creating shaping and managing public tender opportunities within the region is essential.
- Reproductive Health/women’s health experience and a network of contacts are essential.
- English plus local languages are an advantage.
- Willingness to travel extensively in the region.
- Results driven, solution focused, hands-on attitude, creative, effective implementer, impatience to bureaucracy.
- 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.

**Application details:**

Send your resume/CV and a one-page cover letter detailing how your academic qualification, skills set and experience meet our requirements and expectations for the position to [rodrigo@dktwomancare.org](mailto:rodrigo@dktwomancare.org) by January 24<sup>th</sup> 23h59 GMT.