

## Role Profile

<b>Job Title</b>	Regional Sales Consultant – Southeast Asia and Pacific
<b>Department</b>	Commercial
<b>Position type</b>	Full time Consultancy
<b>Reports to</b>	Commercial Director
<b>Workplace</b>	Bangkok, Yangon, Jakarta, Manila, Ho Chi Min or other capital city in Southeast Asia and Pacific region
<b>Compensation</b>	depending on experience + sales commission
<b>Hours of Work/Duration:</b>	40 hours/week
<b>Responsible for</b>	Bangladesh, Pakistan, Thailand, Laos, Cambodia, Vietnam, Myanmar, Indonesia, Philippines, Malaysia, Sri Lanka, South Korea, and Australia. Other countries may be added.

## Company Description

**DKT International** is a global not-for-profit organization based in Washington, DC, and is one of the world's largest providers of **family planning, HIV/AIDS prevention** and **safe abortion** products and services. DKT combines **private-sector marketing techniques, cutting-edge technologies, and creative advertising** to ensure women and men have the products, knowledge and services they need when needed. DKT has offices in **24 countries** and covers **over 57 markets**. While a non-profit, non-governmental organization (NGO), DKT operates like a social enterprise.

In May 2017, DKT acquired WomanCare Global (WCG), which held exclusive rights for the **Ipas Manual Vacuum Aspiration (MVA)** suite of technology. The Ipas MVA is globally seen as the preeminent method for **clinical abortion & miscarriage management**. The new **DKT WomanCare (DKT WC)** is responsible for **global distribution** in more than 90 countries, including markets as diverse as Brazil, Canada, the Democratic Republic of Congo, Ethiopia, India, Indonesia, Japan, Kenya, Mexico, Nigeria, the United Kingdom, and the United States. DKT WomanCare oversees the manufacturing of the Ipas MVA technology and is responsible for **Regulatory Affairs** and **Quality Assurance**, including compliance with the US FDA, EC, ISO and other quality standards. In February 2018, DKT WC became the **exclusive global distributor for Levoplant**, a WHO-Prequalified three-year contraceptive implant. Together, the global exclusive rights to Levoplant and the Ipas MVA technology **form the core** of DKT WC's product portfolio which also includes injectables, IUDs, IUS (hormonal), medical abortion, emergency contraception and condoms.

In December 2018, we opened our global Head Quarter in Paris under the name **DKT WomanCare Global Services SAS**. (DKT-WCGS) The entity is the subsidiary of WomanCare Global Trading, based in London and which is in charge of the commercialization of DKT WomanCare portfolio. Next to the revenues generated thru DKT WomanCare Global Trading CIC, DKT WomanCare benefits, in order to sustain its social marketing strategy in unprivileged markets, in particular "FP2020" Markets (69 developing countries), from a discretionary support from DKT International. This support provided to DKT WomanCare might be made in the form of loans or grants and are usually linked to special program activities supported by international donors, active in Family Planning or Safe Abortion programming.

## Our Vision and Mission

DKT WomanCare will build on this core to become the leading aggregator of sexual and reproductive health products and technologies worldwide. **We are creating a world where women are empowered to live their lives to the fullest.** This aspiration is captured in the company's Vision & Mission statements below:

**Vision:** "To increase women's access to safe and innovative sexual and reproductive health technologies everywhere and to create a world where women are empowered to live their lives to the fullest."

**Mission:** "Create a customer-centric platform that expands access to existing and new sexual and reproductive health technologies through synergies within DKT, and with other partners, across all markets and segments."

## Position Summary

The **Regional Sales Consultant – Southeast Asia & Pacific** 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 Southeast Asia and Pacific 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/marketing plan for the region, developing strategies on how to position, market and distribute our products. The Regional Consultant is also expected to create and develop new business opportunities, such as product and geographic expansions.

## Job responsibilities

- **Targets**
  - Achieve sales revenue, volume and profit targets.
  - Provide mutually agreed 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.
- **Distribution network**
  - Perform a landscape analysis on the region market and existing distributors, partners, government and end user users.
  - Manage, monitor and enhance 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.
- **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 timely and precise manner.
  - To input the data in a timely and precise manner.
- **Corrective action**
  - Identify areas that require corrective action.
  - Take full accountability and responsibility for the required corrective 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:**
  - Licensor and training and advocacy expert: Ipas country programs, EngenderHealth, Pathfinder
  - Funders/procurers – UNFPA, USAID/Chemonics, WHO/PAHO, UNICEF, World Bank etc
  - Social marketing/NGOs – DKT, MSI, PSI, IPPF and others
  - Humanitarian – MSF, IRC, Red Cross,
  - Commercial distributors
  - Consolidators – Imres, MissionPharma, MEG, IDA Foundation
  - Ministry of Health (MoH)
  - 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 or biological related field would be ideal.
- Minimum of 10 years of regional/international sales management experience in the Pharmaceutical and/or Medical Device industry within the region is essential.
- Reproductive Health experience and a network of contacts would be an advantage.
- English and an additional language would be an advantage.
- Willingness to travel within the region/internationally roughly 50% of the time.
- 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.
- Candidates must have the right to work in the country he/she is applying or plan to work from.
- Driving license and own vehicle.

#### Application details

Send your resume/CV and a one-page cover letter detailing how your experience and achievements to date would add value and make a difference to DKT WomanCare mission to increase access of and availability of high quality contraceptives and safe abortion products to girls and women in your country/region to [rodrigo@dktwomancare.org](mailto:rodrigo@dktwomancare.org) by October 10<sup>th</sup> 2021.

Strong candidates may be interviewed before the closing date.