

Country Director – Mozambique Social Marketing - DKT International

Job Description

DKT International seeks a Country Director for operations in Mozambique. This program has been running since 2008 and provides family planning and HIV prevention options through the marketing and sale of a range of contraceptive products, including condoms. The program is national in scope and has recently expanded to include a full range of contraceptive options. The program includes a clinical focus through social franchising. A parallel objective is to build programmatic sustainability through cost-recovery, product cross-segmentation, and social entrepreneurship. The program has donor funding and the position will necessitate raising additional funds.

Management responsibilities:

- Direct, manage, and implement the DKT Mozambique social marketing program to deliver demonstrated impact and results.
- Oversee and resolve a wide range of in-country executive, financial, administrative-related issues with little direct HQ support.
- Continue building financial sustainability through cost-recovery and increased revenue generation.
- Ensure successful launch of new reproductive health products
- Lead the conceptualization and implementation of marketing, sales and behavior change campaigns for a range of products.
- Direct and utilize various media: radio, TV, print, Internet, to reach people with much-needed information about HIV/AIDS and family planning.
- Support the fight against HIV/AIDS by ensuring availability of condoms, focusing on high-risk populations, and providing culturally appropriate information about HIV/AIDS.
- Negotiate such matters as product registrations with government entities.
- Oversee and grow the social franchising component of the program.
- Manage, cultivate, and develop relationships with donors, government, NGOs, social entrepreneurs, businesspeople, and community groups.
- Raise additional funds from donors in order to grow the DKT Mozambique program.
- Deliver and increase sales of contraceptives and condoms.
- Strengthen capacity of health care providers to provide affordable and effective family planning and HIV/AIDS prevention services.
- Manage and report on all product sales and program activities on a monthly basis.

Qualifications:

- Demonstrated entrepreneurial experience in marketing and sales or social marketing programs. Experience in creating high-quality teams and/or successfully scaling a business, nonprofit or social initiative is a plus.
- College degree, preferably in business management / health management / marketing.

- Proven track record of fiscal management experience. Ability to manage a budget and/or P&L.
- Management experience in strategy development and marketing. Ability to manage and relate well to staff from a developing country.
- Demonstrated ability to hire and provide oversight to staff and contract consultants as needed.
- Networking skills: demonstrated ability to network and liaise with local nationals, donors, NGOs, government entities, business professionals.
- Conversant in issues of international public health (especially reproductive health)
- Oral and written English skills required.
- Previous experience in a developing country (especially Africa).
- Willingness to be posted to other DKT offices at some point in the future

The candidate must share DKT's enthusiasm for providing and promoting contraceptives in developing countries and should enjoy and be comfortable with all aspects of family planning and reproductive health, including abortion. The ideal candidate may be transferred from one assignment to another country after four to five years.

The Country Director will work with existing Mozambiquan team members to build operations and product sales. This position requires a person who is accustomed to and enjoys working largely on his/her own with minimal supervision, a person who likes to manage programs and be accountable for the results. Should have strong time management, organizational, and relationship-building skills. Candidates should be results oriented, success-driven, self-motivated, problem solving, comfortable with risk-taking, impatient with bureaucracy. A very strong sense of ethics, honesty, and integrity are assumed.

Company Description

Since 1989, the nonprofit organization DKT International has been promoting family planning and HIV/AIDS prevention through social marketing in the developing world. DKT operates programs in 19 countries and, in 2012, provided and sold over 600 million condoms, 76 million cycles of oral contraceptives, 16 million injectable contraceptives, 1.5 million IUDs, over 16 million misoprostol pills, and 700,000 medical abortion (mifepristone/misoprostol) packs. This served approximately 22 million couples, making DKT International one of the largest private providers of contraceptive products and services in the developing world.

DKT has been recognized as a nonprofit leader in the area of financial accountability and efficiency. In 2011, for the seventh consecutive year, DKT International was awarded a coveted 4 stars for financial efficiency by Charity Navigator.

Every year DKT's innovative programs are saving more lives and improving the health of families in Latin America, Africa, and Asia.

For more information, visit www.dktinternational.org or follow us on Twitter @dktchangeslives. Please submit your letter of interest, CV, and reference to info@dktinternational.org