



## Deputy Country Director - DKT International

### Job Description

DKT International seeks candidates for the position of Deputy Country Director. The successful candidate will work with an established DKT program to provide much-needed family planning products and services, developing strategies to ensure high levels of health impact and long-term sustainability. Country of placement will depend on experience, expertise, and DKT needs at the time.

It is anticipated that this position will provide time and opportunity for candidates to learn DKT operations, strategy, and systems with an eye to eventually assume a leadership role within DKT.

The successful candidate will work with a DKT Country Director in the implementation of a DKT social marketing, service delivery, or other program to deliver demonstrated impact and results. This includes working to:

- Ensure robust sales of DKT products and services to consumers.
- 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 information about family planning and HIV/AIDS.
- Develop strategies such as cross-subsidization to ensure financial sustainability through increased revenue generation.
- Develop and nurture relationships with donors, government, others NGOs, and commercial businesses.
- Develop and execute fundraising strategies to increase resource base.
- 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.

### Required qualifications:

- Experience working or living in one or more developing countries.
- Minimum 3 years experience in marketing and sales, social marketing or franchising programs and/or work of an entrepreneurial nature.
- Experience in program and/or financial management.
- Ability to manage and relate well to people from a developing country.
- Conversant in issues of international public health (especially reproductive health).
- Strong organizational and analytical skills.
- Oral and written English skills. Additional languages are a plus.
- 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.

DKT typically hires 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 20+ countries, and is one of the largest private providers of family planning products and services in the world.

DKT has been recognized as a nonprofit leader in the area of financial accountability and efficiency.

**This position is designed for someone who already has work experience outside his or her home country of origin.**

For more information, visit [www.dktinternational.org](http://www.dktinternational.org) or follow us on Twitter @dktchangeslives.

Please submit your letter of interest, CV, and references to [info@dktinternational.org](mailto:info@dktinternational.org)