

Country Manager – DKT International Liberia

Job Description

DKT International seeks a Country Manager for operations in Liberia. We are seeking a candidate with diverse international experience who has proven expertise working across cultures.

This social business will provide family planning, safe abortion, and HIV prevention products, services, and technology through the marketing and sale of a range of contraceptive and reproductive health products, including condoms. This includes both fast-moving consumer goods as well as ethical/pharmaceutical categories.

The Liberia operation is well established and is part of the Anglophone West Africa territory with its headquarters in Ghana.

The case for growth is significant. Opportunities and responsibilities will focus on 1) building distribution in the country with an existing portfolio of products, 2) driving demand for product uptake through brand development and innovative, sex-positive marketing, 3) increasing the capacity and skills of health providers to better deliver care and services.

While DKT International is a non-for-profit social enterprise, a key objective is to build sustainability through cost-recovery, product cross-segmentation, and the use of business-minded practices and approaches. The program is currently funded through sales revenues as well as from DKT International parent company in the USA and funding support from the Swedish government.

Management Responsibilities:

1. Achieve effective & aggressive distribution and effective & efficient demand generation at brand and category levels.
2. Develop a well-structured team of highly motivated, results driven experts that are passionate about DKT's values and mission.
3. Develop and implement annual territory business plans based on the regional strategy and annual regional sales targets.
4. Ensure that sales, CYP, sales revenue and collection targets, as agreed with the Regional Director are consistently achieved.
5. Ensure robust financial and operating policies and procedures are established, documented and followed. Also ensure compliance with national government policies and procedures governing company law, employment, financial reporting, taxation, medical and pharmaceutical regulation etc.
6. Ensure compliance with donor contracts and regulations; donor activities are properly implemented, within budget and on-time; and that donor reporting is consistently of high-quality and delivered on-time.
7. Continue to expand the network of partner clinics by training, mentoring and supporting service providers to insert and remove long-acting family planning methods and to provide high quality medical and surgical abortions/post-abortion care. Use results from this pilot to leverage further funding for expansion of this model.
8. Develop a network of key external relationships with a view to generating and pursuing new opportunities for funding and/or strategic partnerships.
9. Manage risk in the business by identifying potential threats and putting mitigation strategies in place. Risk-taking is good, provided these are measured risks.
10. Engage actively with key stakeholders including current and potential donor, MoH and other organizations.
11. Support the local regulatory activities including assisting in product registration and renewals.

Qualifications:

- Diverse international experience across cultures and borders
- Strong entrepreneurial successful experience and develop business skills
- Strong analytical, numerical and strategic skills.

- Solid background and experience in marketing and sales
- University title in business or related areas
- At least 5 years of experience managing people, budgets and public health and relief programs.
- Significant demonstrated experience in management, international development or relief, and preferably within the health sector.
- Have lived or worked in a high-risk, low-capacity, and low-resource developing country other (preferable)
- Experience in government relations and collaboration
- Passionate in building local technical, management and leadership capacity
- Demonstrate a basic understanding of compliance and regulations for international donor funded programs
- Significant demonstrated fundraising, personnel and financial management experience.
- Fluent in English (written and spoken)
- 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.

This position requires a person who is accustomed to and enjoys working largely on his/her own with modest 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 contraception, condoms, and safe abortion products, services, and technology. We are one of the largest such organizations in the world with impact in more than 100 countries. Our core values include 1) treat people the right way, 2) entrepreneurialism, 3) results-oriented, 4) anti-bureaucratic, 5) deep trust, and 6) fun.

For more information, visit www.dktinternational.org

Please submit your letter of interest, CV, and reference to both: info@dktinternational.org and kwesi@dktinternational.org.