

Deputy Country Director Nigeria- DKT International

Job Description

DKT International seeks candidates for the position of Deputy Country Director in the Federal Republic of Nigeria. The successful candidate will work with an established social business to 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 Nigeria operation is well established and presents a significant case for growth. Opportunities and responsibilities will focus on 1) building distribution 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. DKT Nigeria is funded through a blend of sales revenues and donor funds.

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 assuming a leadership role within DKT.

Organization Relationship

Directly reports to: DKT Nigeria Country Director

Job Summary

1. Develop strategy to increase private sector provision of long-term contraceptive methods
2. Develop long-term business plan to gradually increase sustainability of operations
3. Consult on development of 'Youth' brand and strategy
4. Assist in implementation of 'Improving Youth Reproductive Health in Nigeria' project through the Honey and Banana platform.

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:

Sales & Marketing

- Ensure robust sales of DKT products to the trade (pharma, OTC) and to general trade.
- 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.

Private Public Partnerships

- Develop 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.

Finance and Administration

- Ensure the financial integrity of the operation with regards to controls, systems, financial reporting, and resource development.
- Manage administrative function and internal administrative systems and controls.
- Support implementation of ERP systems.

Required qualifications:

- Demonstrated entrepreneurial experience in marketing and sales or social marketing programs (10 years minimum). 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).
- Understanding of and appreciation for working in low-resource settings with weak rule of law, poor commercial infrastructures, and developing commercial practices.



- Oral and written English skills required.
- Previous experience in a developing country (especially Africa). Previous experience in Nigeria is a plus.
- Willingness to be posted to other DKT offices at some point in the future

The candidate must share DKTs 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 safe 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 mission is: “A world where every child is wanted, the sex is great, and people are free.”

Our core values are 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 <https://recruiting.paylocity.com/recruiting/jobs>