



**Title: Commercial Manager**

**Location:** Based in East Africa or India with frequent travel

**Hours:** Full-time

**Reports to:** Director of Delivery

**Start date:** Immediately

**About D-Rev:**

D-Rev believes that good health is a human right. Regardless of where you are from and what you do, health is critical to well-being, productivity, and autonomy. For people to live their best lives, they must be healthy. We exist to design and deliver medical technologies that close the quality healthcare gap for underserved populations. D-Rev technologies have touched more than 550,000 people in over 70 countries.

**About the position:**

D-Rev is seeking a Commercial Manager to 1) lead in sourcing, vetting, and managing of key commercial partnerships, and 2) lead commercial strategy on internal new project teams. The ideal candidate will have access to high-level contacts in the MedTech sector and experience with negotiating and executing contracts. This person will be responsible for sourcing and vetting partnerships to help D-Rev projects achieve impact and scale. The ideal candidate has worked in product development and has served as a member on project teams. The position requires fluency with developing and executing commercial strategies in the Global South including sales forecasting, demand sensitivity, and competitive landscapes. The Commercial Manager will be most heavily involved in planning and pre-launch stages of projects.

**Key responsibilities:**

- Lead commercial strategy for new products and projects
- Serve as team lead on selected delivery-focused projects
- Analyze and assess commercial viability of project pipeline
- Collaborate across departments to ensure product development is driven by realistic market insights
- Source and manage strategic commercial partnerships and alliances
- Conduct research on new market opportunities and acquisitions
- Manage and optimize revenue streams from ongoing projects

**Success in this role means:**

- Sourcing professional partnerships that will enable us to achieve commercial success and become the partner-of-choice for impact-driven medical projects
- Bringing 10-14 new projects to market over the course of the next 10 years to achieve our impact and revenue goals
- Killing projects early that don't meet or exceed minimum commercial standards
- Identifying key opportunities for collaboration and acquisition to accelerate our commercial goals
- Building trust with remote teammates through close collaboration and results

**Must-haves:**

- Experience working in commercialization (sales, marketing, strategy) in product design organization
- Boardroom-level negotiation experience with contracts and partnerships
- Proficiency with Excel and with building financial models in support of business planning
- Strong work ethic, with a willingness to work a nontraditional work schedule; self-directed
- Exceptional communications and public speaking skills, with an eagerness to network

**Nice-to-haves:**

- Have launched medical products in Africa or India previously
- Experience working with cross-cultural teams across multiple time zones
- MedTech experience and relevant regional contacts; ability to get your calls answered

- Startup experience or demonstrated ability to thrive in low-resource environments
- Passionate about healthy equity
- Master's degree (MBA preferred)

**How to apply:**

- Please send cover letter and resume to [jobs@d-rev.org](mailto:jobs@d-rev.org), and indicate "Commercial Manager" in the subject line of the email.
- Applications are reviewed on a rolling basis until position is filled.

D-Rev is an equal opportunity employer. We value a diverse workforce and an inclusive culture. D-Rev encourages applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, age, national origin, marital status, citizenship, disability, or veteran status.