

Title: East Africa Regional Manager
Location: Based in Nairobi or Kampala
Hours: Full-time
Reports to: Director of Delivery
Start date: Immediately

About D-Rev:

D-Rev is a USA-based NGO that designs and delivers medical technologies to close the quality healthcare gap for underserved populations. We are a portfolio design company that prioritizes the user in the development of products and have been recognized by Fast Company as one of the World's Most Innovative organizations and the World Economic Forum as a Technology Pioneer. The scaling of our first product, Brilliance, is monumental in global health – it is one of the earliest examples of a nonprofit-developed global health product scaling through the market and impacting the world's poorest patients. To date Brilliance phototherapy has treated over 750,000 babies and has been sold in over 60 countries.

About the position:

D-Rev is seeking an East Africa Regional Manager to lead business development and operations in each of our target markets. This includes developing and maintaining strong regional relationships with global health actors such as: key opinion leaders, government officials, distribution partners, and other NGOs. You will be responsible for implementing strategies to increase product sales, usage, and overall impact via training, servicing, and supply chain innovations. You will coordinate research activities across internal departments to support existing and future projects and write professional reports about your work. If you are a detail-oriented operator with a knack for strategy and problem-solving and a passion for health equity, this is the position for you!

Key responsibilities:

- Grow and manage a network of distribution and sales partners;
- Develop the regional business case for future product launches;
- Build a database of high-impact intervention areas to guide D-Rev's strategy
- Conduct market research and competitive analyses;
- Launch high-impact regional initiatives that help advance D-Rev's mission;
- Build relationships and alliances with government officials and other key opinion leaders;
- Prepare and deliver presentations to public audiences and stakeholder groups;
- Manage reporting and relationships with the US-based senior management;
- Source and apply for fundraising opportunities;
- Manage regional P&L and budgeting process

Must-haves:

- Bachelor's degree in a relevant field (public health, business, biomedical engineering, etc.)
- 5+ years of sales leadership experience

- Proven record of success with relationship management, sales achievement, supply chain, and/or project management
- Experience working in East Africa
- A winning attitude and thirst for learning
- Strong work ethic, excitement to work long hours and a nontraditional work schedule
- Strong analytics and communications, including fluency in written and spoken English

Nice-to-haves:

- Master's degree or higher in relevant field (medicine, public health, rural management, public policy, business administration)
- Sector-relevant knowledge in either medical devices or healthcare from previous roles
- Relevant contacts in newborn health in East Africa
- Startup experience or demonstrated ability to thrive in low-resource environments
- Experience working with NGOs, government officials, and with public-private partnerships
- Track record of winning public tenders
- Fluency with other relevant regional languages

How to apply:

- Please send a cover letter and resume to jobs@d-rev.org, and indicate "East Africa Regional 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.