



***Unique opportunity to take on a leadership role at a global startup \*\* Accelerate access to healthcare in East Africa \*\* Set business development strategy \*\* Lead national and regional policy and advocacy***

**Title: East Africa Regional Manager**

**Location:** Based in Uganda with frequent travel

**Hours:** Full-time

**Reports to:** Director of Sales

**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 370,000 babies and has been sold in over 49 countries.

**About the position:**

D-Rev is seeking an East Africa Regional Manager to lead business development, partnership, and marketing efforts across the region as part of Brilliance ESP (Expansion and Strengthening Program). This program seeks to improve adoption of Brilliance across East Africa with a specific focus on expanding effective phototherapy practices to high-need, underserved health facilities. This person will be responsible for executing new sales and marketing strategies aimed at increasing Brilliance market penetration; developing and maintaining relationships/partnerships with key opinion leaders in newborn health across public and private organizations; and growing distribution channels across the region.

**Key responsibilities:**

- Set and execute the business development strategy for the Brilliance program;
- Grow and manage a network of distribution and sales partners;
- Build relationships with government officials to support the Brilliance program's success;
- Build relationships with doctors and other opinion leaders to promote the importance of effective phototherapy
- Prepare and deliver presentations to public audiences and stakeholder groups
- Manage reporting and relationships with the US-based senior management;
- Help manage the P&L and budgeting process

**Success in this role means:**

- Driving adoption of effective phototherapy at hospitals in the most underserved areas of Uganda and East Africa
- Building a network of Brilliance champions and seeing hard work pay off with rapid sales growth
- Developing innovative approaches to public-private partnerships with medical devices
- Closing gaps of awareness and treatment for jaundice and driving a decrease in kernicterus



**Must-haves:**

- Bachelor's degree in relevant field (rural management, business, biomedical engineering, etc.)
- 5+ years of sales leadership experience
- Proven record of success with relationship management, sales achievement, and project management
- Experience working in rural Uganda or rural areas in surrounding countries
- A winning attitude and thirst for learning
- Strong work ethic, with a willingness to work 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 Uganda and 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 apply through our applicant portal: <https://www.shortlist.net/webportal/#/job-details/702>
- 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.