

Vacancy

Job Holder	
Job title	National Sales & Marketing Manager
Business unit	Novagen Pharma
Geographic location	Irene, Pretoria
Direct line manager	Managing Director – Clinigen SA
Number of immediate subordinates / reportees	2

Main Purpose of Job
<ol style="list-style-type: none"> 1. Responsible for the overall strategic planning and direction of the company. 2. Ensure the maximisation of profits and return on investment for the company. 3. Coordinate and manage all business operations within the company. 4. Ensure highest level of internal and external customer satisfaction. 5. Business Development and pipeline management. 6. Strategic and operational planning and execution.

Key Performance Areas (Core responsibilities & outputs of the position)
<p>General</p> <ul style="list-style-type: none"> • To perform such duties as are assigned to you and mutually agreed upon by you from time to time by the MD & board; • To use your best endeavours to promote and extend the business of the Company in a profitable manner, unless otherwise agreed by the parties; • To manage the affairs of the Company in all aspects; • To manage and control the designated personnel; • To be generally responsible for profit and loss; • To ensure that the company complies with the legal requirements; • Preparing business plans, budgets and cash flow models for the company and new business opportunities; and • Implementing agreed business plans for which you will be responsible in all aspects. <p>Maximisation of profits and return on investment</p> <ul style="list-style-type: none"> • Ensure all channels achieve profit targets, maintain margins and control expenses within approved company objectives, budgets and business plans; • Finance management; and • Development and management of business strategies. <p>Coordination and management of all business operations</p> <ul style="list-style-type: none"> • Sales, Marketing, Regulatory, Finance, Logistics, Administration, New Business Development; • Ensure effective and productive optimisation of personnel and resources; • Ensure highest level of internal and external customer satisfaction; • Ensure effective communication of and adherence to corporate values and objectives internally & externally; and • Management of growth and skills development needs/requirements within the channels and implementation of relevant development/succession plans.

New business development

- Market, product and product life cycle analysis & pipeline; and
- Explore/ investigate business opportunities.

Annual budgeting

Presentations and reports to Board

Minimum Requirements and skills

EDUCATION

- Bachelor's degree in business or field related to company's speciality
- Master's degree in business administration or field related to company's speciality

EXPERIENCE

- 5+ years senior management experience in the generic pharmaceutical industry

SKILLS / PHYSICAL COMPETENCIES

- Leadership
- Team work
- Sound financial understanding
- Able to work independently without supervision
- Able to supervise and support personnel
- Problem solving and conflict management
- Able to develop and implement business strategies
- Able to relate and work with all levels of management and executive leadership
- Able to delegate work
- Able to work under pressure
- Thorough knowledge of relevant industry and company
- Able to analyse market data
- Sound financial understanding
- Sound knowledge of MS Office (Excel, Word, Powerpoint and Outlook)

BEHAVIOURAL QUALITIES

- Attention to detail
- Good interpersonal skills
- Disciplined
- Assertive
- Inspirational & motivational
- Able to use initiative
- Forward thinking
- Proactive
- Empathetic

OTHER

- Valid driver's license
- Must be able to work outside office hours when required or requested to do so
- Valid Passport
- Must be able to travel locally and internationally

Lateral Dimensions
Creativity (Improvements, Innovations) <ul style="list-style-type: none">• Liaising with all personnel, customers, executive management and board of directors.• Alert BOD if negative impact on company operations.• Internal/ current systems to improve efficacy and productivity.• Communication with internal and external stakeholders regarding all business operations.
Collaboration: Refers to formal and informal relationships
Responsibility towards: <ul style="list-style-type: none">• Direct reports – Key Account Manager• Matrix reports – Sales, Marketing, Regulatory, Finance, Logistics, Administration• Key Customers – Specialists, General Practitioners, Pharmacists, Wholesalers, Buying Groups, Corporate Chains, Courier Pharmacies, Board of Directors, Industry stakeholders
KPI Quality Standards
<ul style="list-style-type: none">• Monthly/ Quarterly/ Annual presentation of business strategies and reports.• Monthly/ Quarterly/ Annual analysis of business and industry.• Monthly/ Quarterly/ Annual assessment of performance and strategies.• Accurate & timeous submission of analysis, reports, presentations.• Accurate & timeous completion of analysis, reports, presentations.

Application:

If this role is of interest to you, please email your CV to liezel@clinigen.co.za.

Closing date for applications will be 11 February 2022.