

Regional Sales Director - Molecular Diagnosis

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Company: Cepheid

Location: Nairobi

Category: other-general

At Cepheid, we are passionate about improving health care through fast, accurate diagnostic testing. Our mission drives us, every moment of every day, as we develop scalable, groundbreaking solutions to solve the world's most complex health challenges. Our associates are involved in every stage of molecular diagnostics, from ideation to development and delivery of testing advancements that improve patient outcomes across a range of settings. As a member of our team, you can make an immediate, measurable impact on a global scale, within an environment that fosters career growth and development.

Cepheid is proud to work alongside a community of six fellow Diagnostics Companies at Danaher. Together, we're working at the pace of change to improve patient lives with diagnostic tools that address the world's biggest health challenges. The Director will lead and implement strategies to maximize revenue and increase market share for all Cepheid products in the country.

The incumbent develops and maintains business relationships with existing and potential customers to meet commercial growth objectives

The director drives results through strong leadership skills, consistently championing and supporting a culture of continuous improvement to reach optimum performance through channel partners and multiple country stakeholders.

The director has solid business acumen to maximize business opportunities and grow revenue across the product portfolio.

S/he will identify and coordinate sales efforts within the region and ensure the development of key thought leaders.

Ability to work in a matrix organization and build relationships with regional management, teams and cross functions including Marketing & Customer Care to develop the business sustainably.

ESSENTIAL JOB RESPONSIBILITIES:

Achieve and exceed monthly, quarterly, and annual revenue, sales objectives, and activity execution plan.

Effectively and accurately manage forecasting and pipeline reporting related to revenue and client acquisition

Lead Implementation of business strategies and tactics related to Channel partner performance, sales force performance, solution selling, and market/product development in collaboration with marketing to drive installed base expansion, utilization, and product penetration

Team with Regional Marketing, Customer Care, and Sales Operations to develop opportunities, and drive new revenue

Understanding and utilizing key influences for developing and closing sales in priority channels and health systems

Build high-performing teams including contracted channel partners, directing, inspiring, coaching, and motivating to accomplish sales goals

Develop relationships with key customers to advance individual and account opportunities

Drive participation and success in key tenders and negotiating contracts

Foster a culture of collaboration, accountability, and high performance.

Embrace the Danaher and Cepheid core values and ensure strict compliance to all company policies, FCPA, and Danaher code of conduct.

Complete all assigned and required training satisfactorily and on time.

Ensure Channel Partners complete all required trainings satisfactorily and on time.

MINIMUM REQUIREMENTS:

Education or Experience (in years):

Bachelor's degree with 7+ years of experience

2+ years managing people mainly in commercial environments.

Matrix organization experience

Experience within a fast-growing, global organization, in a high technology product/service sector; Experience in the medical device, healthcare or life science research, and /or public is an advantage.

Knowledge and skills:

Must have a strong commercial skill and experience in developing strong partnerships.

Critical leadership competencies: inquisitiveness, influencing stakeholders, global mindset.

Outstanding sales and scientific skills used in the delivery of healthcare solutions.

Operates with transparency and humility.

Acts as a role model for high ethical standards and code of conduct.

Strong organizational and problem-solving skills.

Pleasure working in a multicultural environment and matrix structure.

Must be able to manage project scope, budget, and schedule to achieve timely completion of project deliverables.

Excellent English communication and presentation skills.

Negotiating skills and a well-developed cost and quality awareness.

Adept at building and maintaining relationships with customers and key opinion leaders.

Travel minimum 50% –regional and some international travel is required.

Must be fluent in English & French – another regional language is a plus.

The statements in this description represent typical elements, criteria, and general work performed. They are not intended to be an exhaustive list of all responsibilities, duties, and skills for this job.

At Danaher we bring together science, technology and operational capabilities to accelerate the real-life impact of tomorrow's science and technology. We partner with customers across the globe to help them solve their most complex challenges, architecting solutions that bring the power of science to life. Our global teams are pioneering what's next across Life Sciences, Diagnostics, Biotechnology and beyond. For more information, visit www.danaher.com.

At Danaher, we value diversity and the existence of similarities and differences, both visible and not, found in our workforce, workplace and throughout the markets we serve. Our associates, customers and shareholders contribute unique and different perspectives as a result of these diverse attributes.

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