

Territory Manager East Africa (Field) at Becton, Dickinson and Company (BD)

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

BD is one of the largest global medical technology companies in the world and is advancing the world of health™ by improving medical discovery, diagnostics and the delivery of care. The company supports the heroes on the frontlines of healthcare by developing innovative technology, services and solutions that help advance both clinical therapy for patients and clinical process for healthcare providers. BD and its 75, employees have a passion and commitment to help enhance the safety and efficiency of clinicians' care delivery process, enable laboratory scientists to accurately detect disease and advance researchers' capabilities to develop the next generation of diagnostics and therapeutics. BD has a presence in virtually every country and partners with organizations around the world to address some of the most challenging global health issues. By working in close collaboration with customers, BD can help enhance outcomes, lower costs, increase efficiencies, improve safety and expand access to healthcare.

About the role

As Territory Manager for East Africa, you would be leading the execution of the IDS Strategy in the region and driving sales performance. This key position provides close collaboration and coordination between the IDS business as well as geographically located functions and co-ordinates all customer and distributor initiatives in the designated territory.

Main responsibilities will include:

Drives all aspects of the IDS business strategy for assigned markets to ensure the achievement of financial/budget expectations.

Responsible for end-to-end distributor management including key metrics tracking and delivery on the IDS portfolio.

Supports the development of marketing plans including IDS value proposition.

Implementation of go-to-market strategy including market development initiatives to ensure effective leverage of resources and capabilities.

Responsible for key financial business processes including, budgeting, forecasting and reporting.

Proactively monitors the financial performance of the territory and communicates any deviations from critical project plans. Ensures implementation of any necessary contingency plans and/or corrective actions to effectively mitigate risks.

Leads demand generation and pipeline management to support accurate forecasting.

Uses the CRM system to manage the sales force effectiveness KPIs for the territory.

Engage with the external partners, healthcare providers and decision makers to align on the BD strategy and building strong partnerships.

C- Suite engagements and management of the relationship.

About you

Bachelor's degree in medical sciences or equivalent is a must.

Minimum 3 years in a leadership role in a similar sector.

Distributor management, sales, and P&L management.

Excellent knowledge of MS Office applications.

Outstanding negotiation and consultative sales skills.

Team management skills.

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