

QSSU-MHS-SMM-SALES AND MARKETING MANAGER

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Company: Q-Sourcing Servtec

Location: Uganda

Category: other-general

About This Job:

Q-Sourcing Limited trading as Q-Sourcing Servtec is a manpower management solutions firm operating in the East African Region in the countries of Uganda, Kenya, Tanzania, Rwanda, and South Sudan.

On behalf of our client **Microhaem Scientifics and Medical Supplies Ltd (MHS)**, we are looking for a competent, skilled and experienced **Sales and Marketing Manager** to work in **Uganda**.

Job Title Sales and Marketing Manager

Reporting Lines: Director Sales and Marketing

No of vacancies: 02

Job Description

POSITION SUMMARY:

As a Sales and marketing Manager, you will be responsible for leading and managing the sales team in Uganda to achieve sales targets, build customer relationships, and drive revenue growth. You will be responsible for implementing sales strategies, monitoring market trends, identifying new business opportunities, and ensuring customer satisfaction.

KEY TASKS AND RESPONSIBILITIES:

Develop and implement sales strategies and plans to achieve sales targets and business objectives.

Lead, mentor, and motivate the sales team to achieve individual and team performance goals.

Monitor market trends, competitor activities, and customer needs and stay ahead of the competition.

Build and maintain strong relationships with Distributors, key customers, including hospitals, and other healthcare institutions.

Conduct marketing campaigns, promotional activities, and product launches.

Monitor sales performance and provide regular sales reports to senior management, including sales forecasts, market share analysis, and sales trends.

Participate in industry conferences, trade shows, and customer events to promote company products and services, and enhance the company's brand image in the market.

Stay up-to-date with industry trends, regulations, and competitor activities and regulations and adapt sales strategies accordingly.

SKILLS AND REQUIREMENTS:

IVD Diagnostics industry background with at least five years' experience in sales with minimum of three years with competent and consistent performance as a sales manager is a must.

Two years in key account management is a plus.

Strong scientific knowledge and ability to interpret scientific data.

Strong strategic and problem-solving skills required.

Ability to work within a team and as an individual contributor in a fast-paced, changing environment.

Excellent written and verbal communication skills complemented with the ability to solve problems independently.

Proven experience in distribution and knowledge of the African market dynamics

A minimum of 3-5 years' experience in a medical devices manufacturing industry across the African continent

Result oriented, hardworking, with excellent communication and presentations skills.

Ability to meet deadlines and handle challenging assignments.

Agile mindset.

MINIMUM REQUIREMENTS:

Bachelor's degree in business, pharmacy, biotechnology or related field.

Minimum of 5 years of experience in IVD Consumable Products sales.

Proven track record of achieving sales targets and driving revenue growth.

Strong leadership skills with the ability to lead, motivate, and develop a sales team.

Excellent communication and negotiation skills, with the ability to build and maintain relationships with key customers.

In-depth knowledge of the IVDD market, including regulatory requirements, market trends, and customer needs.

Ability to analyze sales data, market trends, and competitor activities to develop effective sales strategies.

Proficient in Microsoft Office suite (Word, Excel, PowerPoint) & MIS.

Fluent in English, both written and spoken.

Self-motivated, a strong team player, and be able to work under pressure with good coordination skills.

How to apply:

All candidates who meet the criteria outlined as above should submit their applications under the job vacancy **"QSSU-MHS-SMM-SALES AND MARKETING MANAGER"**

Note:

The deadline for applications is not later than **05:00 pm, Monday, 29th April 2024.**

Only shortlisted applicants will be contacted.

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