

JOB BRIEF	
Job Title:	Country Sales Manager, Saudi Arabia (Reports to: VP – MEA)
Department Name:	Commercial/Sales
Location:	MEA – Region - Riyadh/ Saudi Arabia (Based and forming part of local partner organisation)

Candidate Guide:

Masters Speciality Pharma is a global pharmaceutical company whose core mission is to provide life-changing medicines to patients in need, anywhere in the world. We prioritise emerging markets, partnering with innovative companies to deliver their products to the regions they cannot reach. A company that is patient-centric and will go the extra mile to ensure the unmet needs are fulfilled with quality assured products, not available locally, through expanded access programs.

The successful candidate will have attributes in keeping with Masters’ company ethos – professional, hands-on and results driven. They will be motivated to achieve success, but also work collaboratively with colleagues to achieve the company goals, and have the desire to work within in a fast-paced and highly regulated environment.

We require a strategically aware sales professional who has the entrepreneurial skills necessary to generate new business and a strong history of achieving and exceeding sales targets and commercial objectives; having worked in similar role in the Kingdom of Saudi Arabia (KSA).

We’re seeking a highly capable and talented Sales Manager with real integrity, drive and perseverance to achieve targets and successful regional growth

Job Purpose:

Initially to:

- Identify, explore and close business opportunities for shortages and unregistered products across all disease areas.
- Understand the market dynamics and requirements for unregistered pharmaceutical products as well as spot chances where there are gaps in the market due to product shortages.
- Find gaps in the market that have unmet needs and can be filled with product supply chain from Europe and USA.
- Identify international manufacturers who are unhappy with their current distribution partner in KSA with a view for masters to step in and take over the agreement.

Following the approval of Masters range of products currently in registration with SFDA:

- Manage the Masters network of distributors and liaise with local key Institutions to accelerate growth and market share.
- In particular, be responsible for the sales of Masters products through distributor partners with the expectation of developing future business potential. Focusing the partner teams on execution of the sales strategy in the market, expanding the therapy areas in additional market segments, whilst forging a strong working relationship with cross-functional Masters and Partner teams.

Duties/Responsibilities:

1. Fundamentally, to have an entrepreneurial flare and hunger to hunt for business opportunities for the trading side of the business.
2. Responsible for achieving sales revenue for masters in the defined territory to meet the regional and group budgets, based on the current business model of supplying unregistered products in the market.

With Masters approved products:

1. Establish and manage sales objectives by developing monthly and quarterly sales quotas for distributor partners.
2. Be instrumental in identifying a successful Masters product portfolio and product mix.
3. Proactively stay ahead of changes in target market segments, customer base, and competitive landscape, and advise on future scenarios and possible strategies.
4. Manage, train and motivate distributors and channel partners effectively.
5. Manage, lead, motivate and train the local Masters support team.
6. Review current distribution channels, identify new partners where applicable and find appropriate partners for development.
7. Construct and develop business plans with distribution partners.
8. Build relationships with key decision makers in territory, and work with Medical and Marketing departments to add KOL's in support of focus products and therapy areas, gather market intelligence in support of new business plans.
9. Work with cross-functional teams to plan and launch new products.
10. Assist Regulatory department where applicable in support of gaining new market approvals.

Specific Requirements:

- Dynamic, self-starter that is highly motivated, with a strong desire to succeed in a demanding new role
- Innovative and entrepreneurial, with the ability to positively influence thinking, negotiate terms and gain commitment
- Must have established market intelligence of the KSA market, supported by industry awareness and a significant business relationship network
- A team player with an ethos of openness and support for colleagues that will lead to achieving common corporate goals
- Self-disciplined, with excellent organisational, communication and leadership skills
- Good communication skills, with a good command of English and Arabic languages
- Proficient in the use of IT software applications, such as SAP and MS Office
- Be available for out-of-hours inter-company meetings, frequent international business travel and travel within territory expected to exceed 50% of business time
- Resident in Saudi Arabia
- Full, clean driving license

Education/Experience:

- Degree in Bioscience subject e.g., Pharmacy, Medicine, Biology
- At least ten-years industry experience, and five years in a suitably relevant position