

PASSION TO INNOVATE | POWER TO CHANGE

Country Head Sub-Saharan Africa

Application Period

9 October 2018 – 23 October 2018

Reference Code

AHSSA2018

Division

Animal Health

Company

Bayer (Pty) Ltd

Department

Animal Health

Location

Isando

Functional Area

Commercial Operations International

Position Grade

VS3

Employment Type

Permanent

Work Time

Regular

YOUR TASKS AND RESPONSIBILITIES

- The position holder is fully responsible for the day-to-day business operation of the AH country organisation in South Africa in business, HR and strategic topics, as well as for the associated country organizations in Sub-Saharan Africa (Kenya, Nigeria, Mozambique, Ethiopia and Uganda).
- The position holder is responsible for developing and executing the country group mid-term strategic plans and short-term operational budgets in line with regional and global strategies and local market conditions in Sub-Saharan Africa.
- Responsible for Profit and Loss of the Bayer Animal Health as well as market share in South Africa and the Sub Saharan Africa country group (Kenya, Nigeria, Mozambique, Ethiopia, Uganda and remaining export markets in Africa). She/ He ensures that sales, profit and working capital targets are consistently met. He/She ensures that sales, profit and working capital targets are consistently met.
- Monitor and control the attainment of the targets and initiate operational and strategic measures to further improve the business. Propose and proactively execute necessary actions to protect BAH business interests in case of deviations and threats from the external environment.
- Provide leadership and direction to create team spirit, motivation and develop a high performance culture in the organization.
- Actively driving and supporting business development activities (in-licensing, product development, registration).
- Establishing and maintaining contact with key customers and industry Key opinion leaders to ensure smooth and compliant relationships.



- Leading, guiding and developing the BAH local team by utilizing tools such as PMP process and development dialogue and by continuously providing open and candid feedback and driving continuous talent management process throughout the organization.
- Fostering a compliance culture by fully supporting the corporate compliance initiatives, co-operating with the global and local compliance organizations, organizing regular compliance training and personally involving in/reviewing all major and sensitive issues and activities.
- Representing the company in AH industry associations and vis-à-vis national AH authorities and KOLs in Sub-Saharan Africa.

WHO YOU ARE

- University degree in Life Sciences or Business Administration;
- At least 5 - 7 years' experience required in adequate positions with significant business and people responsibility
- Strong marketing & sales capabilities, solid financial acumen, strong communication and negotiation skills
- Proven leadership skills, with capability to inspire and develop people and teams
- Success track record in previous positions
- Well developed and proven practical judgment with a capacity to work under pressure
- Fluent English (read, spoken and written)

CONTACT US

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