

## Job Specification: Sales Manager, Iloilo or Manila, Philippines

### Overview of reach52 and Our Work

reach52 is a social enterprise that provides affordable, accessible healthcare to low- and middle-income communities where access is low or non-existent. Essential health services don't reach 52% of the planet, and we're on a mission to change this driven by our purpose 'to make healthcare go further, so every community can thrive'.

We create end to end, sustainable healthcare solutions in these communities in 3 key ways: 1-Award-winning reach52 tech and data that enable profiling, screening, and an online marketplace delivering medicines and insurance direct into the communities. 2. Equipping members of the communities to run these services for their communities, and 3. Partnering with governments and foundations to deliver targeted public health solutions, and the private sector to provide the affordable medicines, diagnostics and microinsurance the communities need most.

Our innovative approach enables us to leapfrog the barriers of traditional health systems and accelerate healthcare for all. Our partners range from organisations such as Novartis Social Business and DBSF to the World Economic Forum and Facebook.

### Overview of the Role

reach52 is a social enterprise looking to deliver essential, affordable healthcare in low- and middle-income communities across Asia. This involves working with members of the community, giving them access to a purpose-built technology platform, allowing them to connect their fellow residents to government health services as well as a marketplace of affordable products and services.

As we scale, we have access to over 500 medicines, over-the-counter/consumer health, and insurance products, with more being added over time. Given the decentralised nature of reach52's work, we are recruiting a Sales Manager to actively work with our communities and local field force to ensure that sales of products and services is optimised, and help shape an optimal sales process. This is an exciting new role that spans recruitment and training of the field force, to managing the outreach and sales, to ongoing optimisation and improvement of our programs.

This role requires a hands-on, motivated, outgoing and ambitious individual that wants to use their commercial acumen for social good, and help lower-income residents access essential and affordable healthcare through an innovative, digital model.

**Title:** Sales Manager

**Project Duration:** Full time with 6-month probation period

**Start Date:** 1 November 2020

**Location:** Iloilo or Manila, Philippines

**Reporting to:** Chief Strategy and Marketing Officer (CSMO)

## Role Scope and Responsibilities

The core role scope and responsibilities will be:

- Work within reach52 communities to manage a field force and actively drive sales quotas, through offering affordable medicines, over the counter health products, insurance and other similar services
- Manage and meet sales target, creating reports summarising the performance of the team
- Manage and implement sales force training and ongoing retraining to improve effectiveness of the field force
- Work with the field force and shadow them, to understand blockers and objections, and help improve and refine sales training processes
- Work with reach52 management team to define sales process and other essential documentation
- Manage any escalations from the field force, and help with any community-level issues
- Conduct random spot checks and audits on field force to ensure adherence to processes and integrity of their accounts
- Manage ongoing hiring, performance appraisal and other functions of the field force

## Person Specification

The ideal candidate will have:

- 4+ years in sales, territory sales, account management or other relevant discipline
- Target driven, with good history of meeting and exceeding sales targets
- Good people management and interpersonal abilities, confident and outgoing
- Knowledge of healthcare is an advantage, but not essential
- Willingness and ability to work in the rural communities that we service (or be based there)
- Deep understanding of the sales cycle, and ideally setting up sales processes and managing sales teams

*Interested candidates may send in their CV and cover letter to [operations@reach52.com](mailto:operations@reach52.com)*