

Operating Partner - Medical Devices

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Company: Michael Page

Location: United Arab Emirates

Category: other-general

The Role

The Operating Partner - Middle East will build a strong funnel of prospects across the region, establishing distributor networks and accounts. Client Details The client is one of the largest health care dedicated asset management firm. Description * Assess market needs in the Middle East and thereafter create a bag of products that serves the needs of customers and patients in the region. * Decide upon the most appropriate go to market model (GTM) that optimises sales, margins, profitability, and cash flows. * Screen and appoint the most appropriate channel partner in each country. * Manage the distributor networks on a day-to-day basis. Activities to include but not limited to: Establish sales targets/quotas on an annual/quarterly basis; Periodic reviews of opportunity funnel and tender pipeline, design joint proposals for key tenders; track daily/weekly activities of distributor personnel through a thorough plan and review process; joint customer calls with distributor personnel; design/agree proper marketing and physician education plans. There must be a regular cadence of distributor reviews. * Design and implement an annual strategic planning and budgeting process for the company. Thereafter drive processes to meet targets. * Develop relationships with competent authorities. * Take ownership and accountability for commercial tenders, contracts, and service agreements. * Evaluate market potential, opportunities, or threats. * In due course be able to build a team Job Offer Join a leading investment firm specialising in health care. Attractive Compensation and Incentives.

Requirements

* University degree in medical/life sciences or a clear demonstration of behaviour at Academic level. * Proven track record of 15 years of commercial success in a Medical Devices. *

Thorough knowledge of the Middle East region - this should include operating and regulatory environment, list of key opportunities, relationships with KOL's/health care systems, knowledge of distribution environment including relationships with key distributors

About the company

Michael Page is one of the world's leading professional recruitment consultancies, specializing in the placement of candidates in permanent, contract, temporary and interim positions with clients around the world. The Group has operations in the UK, Continental Europe, Asia-Pacific and the Americas. In the Middle East we focus on the areas of: Finance & Accounting Banking & Financial Services Procurement Property & Construction Engineering & Supply Chain Oil & Gas Technical and Engineering Human Resources Sales Marketing Technology Secretarial Executive Search Legal The Group operates through 161 offices in 33 countries and employs over 5,000 employees worldwide.

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