

SWITZERLAND

MAILING ADDRESS

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BRAZIL

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Sales Manager

Contract Specification: Full Time, Indefinite Term, Subject to Valid Permit

Main tasks and responsibilities:

- Sales of COHRED services to private sector (industry, pharma, Charities, Foundations, Trusts; Universities) and public institutions (Research related institutes, Ministries, Multilateral and Donors agencies etc)
- Meet the sales targets defined together with the management, primarily COHRED's Forum 2015, the Fairness Index initiative and the RhiinO ethics (web based installation and subscription fees)
- Lead the marketing and sales effort, raise funds for COHRED activities in general
- Collaborate with management and the Board to leverage their contacts and access key decision makers

Qualifications required:

- University degree in a field relevant to marketing/sales

Qualifications recommended:

- Masters/MBA/ degree in public Health or in Development/field related to COHRED's activities
- Degree in Fund raising

Competencies recommended:

- Proven track record of sales targets achievements, as well as of building and maintaining effective relationship with a wide range of contacts (government, multilateral agencies, donors, private sector, Foundations), at senior level
- Existing network of contacts, willingness to travel
- Strong analytical and problem solving skills
- Extensive experience in working in an international environment

Experience:

- 5 years in sales/marketing

Personal characteristics:

- Engaging, out going, convincing, self confident and communicative personality with ability to listen, and is not put off by negative answers, enjoy to pitch a service and get the deal signed
- Have systematic approach to reporting, contacts and data base management, ability to prioritize, flexible
- Team worker, but self driven, can work alone
- Be innovative, creative, and focused on "customers" specific needs
- Values of COHRED and sense of humor a must !

Geneva, 28th October 2014