



Title: India Country Manager

Location: Based in Madhya Pradesh, Uttar Pradesh, or Bihar, with frequent travel

Hours: Full-time

Reports to: Director of Sales

Start date: July 1 (or earlier)

About D-Rev:

D-Rev is a USA-based NGO that designs and delivers medical technologies to close the quality healthcare gap for underserved populations. We are a portfolio design company that prioritizes the user in the development of products, and have been recognized by *Fast Company* as one of the World's Most Innovative organizations and the World Economic Forum as a Technology Pioneer. The scaling of our first product Brilliance is monumental in global health – it is one of the earliest examples of a nonprofit-developed global health product scaling through the market and impacting the world's poorest patients. To date Brilliance phototherapy has treated over 250,000 babies and has been sold in over 40 countries.

About the position:

D-Rev is seeking an India Country Manager to lead *Brilliance ESP* (Expansion and Strengthening Program) in three high-need states with a focus on improving adoption and usage of Brilliance across the region, as well as learning how to most efficiently and effectively expand our market reach to high-need, underserved health facilities. In addition, this person will be responsible for executing new sales and marketing strategies aimed at increasing Brilliance market penetration; developing and maintaining relationships/partnerships with key opinion leaders in newborn health across public and private organizations; and managing a market activation team to successfully deliver on assigned objectives.

Primary responsibilities:

- *Sales and Marketing*
 - Build and manage a customer engagement team
 - Collaborate to identify high-need facilities for Brilliance sales
 - Help to establish sales targets and program milestones
 - Develop marketing and training strategies to accelerate promotion and usage of Brilliance
- *Advocacy and Policy*
 - Develop strong working relationships with government officials to collaborate on hospital selection and program adoption
 - Develop strong relationships with doctors and other key opinion leaders to jointly promote the importance of effective phototherapy
- *Communication*
 - Regularly deliver robust and transparent internal reports on program status including milestone accomplishments and setbacks
 - Prepare and deliver presentations to public audiences and stakeholder groups

Success in this role means:

- Driving adoption of effective phototherapy at hospitals in the most underserved areas of India
- Building a network of Brilliance champions and seeing hard work pay off with rapid sales growth
- Coaching a sales team to achieve targets that help create positive impact in newborn health
- Developing innovative approaches to public-private partnerships with medical devices
- Closing gaps of awareness and treatment for jaundice and driving a decrease in kernicterus



Preferred qualifications and experience:

- Bachelor's degree in relevant field (rural management, business, biomedical engineering, etc.)
- 5+ years of leadership experience managing a (preferably decentralized) sales team (additional education can offset years of experience requirement)
- Proven record of success with relationship management, sales achievement, and project management
- Experience working in rural areas of Madhya Pradesh, Uttar Pradesh, and Bihar
- Strong work ethic, with a willingness to work a nontraditional work schedule
- Strong analytics and communications, including ability to deliver reports in written English
- Fluent in English and Hindi (additional relevant language/s preferred)

Highly desirable qualifications and experience:

- Master's degree or higher in relevant field (public health, rural management, public policy, business administration)
- Startup experience or demonstrated ability to thrive in low-resource environments
- Experience working with NGOs, government officials, and with public-private partnerships
- Sector-relevant knowledge in either medical devices or healthcare
- Track record of winning public tenders

How to apply:

- Please send cover letter and resume to jobs@d-rev.org, and indicate "India Country Manager" in the subject line of the email.
- Applications are reviewed on a rolling basis until position is filled.

D-Rev is an equal opportunity employer. We value a diverse workforce and an inclusive culture. D-Rev encourages applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, age, national origin, marital status, citizenship, disability, or veteran status.