



*Be an
inspiration.
Be Bayer*

At Bayer we're visionaries, driven to solve the world's toughest challenges and striving for a world where 'Health for all, Hunger for none' is no longer a dream, but a real possibility. We're doing it with energy, curiosity, and sheer dedication, always learning from unique perspectives of those around us, expanding our thinking, growing our capabilities, and redefining 'impossible'. There are so many reasons to join us. But if you're hungry to build a varied and meaningful career in a community of brilliant and diverse minds to make a real difference, there's only one choice.

Manager Institutional Partnerships for Ivory Coast

(JO-2407-1027)

Role purpose

// Aiming to bridge the gap towards our aspirational goal of extending contraception access to 100 million women in LMICs by 2030, this role is crucial in unlocking business opportunities in family planning in the territory

// Through dynamic engagement, the incumbent will secure new donor funding, explore tender opportunities, and steer partner collaborations, driving our global strategy and strengthening stakeholder connections to boost business growth and affirm our global family planning leadership

Key responsibilities and tasks

// Implement the family planning institutional supply strategy regionally to meet the 100m women goal, planning and executing engagements to strengthen relationships with key Family Planning stakeholders (MoH, USAID, UNFPA, World Bank, etc.)

// Evaluate business opportunities and initiate new donor funding within the territory, identify and manage tender opportunities, including review, negotiation, and preparation in collaboration with stakeholders and HQs teams

// Align family planning initiatives between social and commercial business approaches, particularly cooperating with organizations like SEWA in South Africa

// Actively seek opportunities to collaborate with other division's sustainability initiatives

// Monitor market dynamics, competitor activities, and trends to inform strategic responses and opportunities for market penetration

Key Working Relations

Internal

// Global Health Unit, Commercial Team SEWA , Regulatory Affairs and PASS for Africa , Finance Legal, Medical Business Partners

External

// Pharmaceutical division in Ministry of Health (deputy minister level), governmental social services, major NGOs, philanthropic and UN organizations in the Region (country / regional director level)

Experience, Skills and Qualifications

// Advanced degree in Business Administration, Marketing, Public Health, or a related field, with a specialization in pharmaceuticals or global health preferred

// Exceptional stakeholder engagement skills, with a proven track record of building and nurturing strong relationships with key decision-makers. Solid understanding of markets in LMIC

// Strong business acumen with a keen eye for identifying and developing new business opportunities

// Proficient in managing and coordinating complex projects with multiple stakeholders, outstanding communication skills, capable of inspiring stakeholders towards achieving ambitious targets

// High level of intercultural competence, fluent in French and in English

Be part of something bigger

Link to apply: [Bayer Careers](#)

Advertising Period:
9 July – 22 July 2024

Position grade:
VS 1.2

Employment type:
Permanent

Location:
Abidjan - Port-Bouet Aéroport - Immeuble Carre
Massina - Ivory Coast

//////////////// Science for a **better Life**
