



Synonymous with Excellence

CHALLENGING CAREER OPPORTUNITY IN THE PHARMACEUTICAL INDUSTRY

Country Manager

LaGray Chemical Company

www.lagraychem.com

About LaGray:

LaGray Chemical Company, Inc., Chicago, IL, USA is pioneering the push toward self-sufficiency in healthcare in Sub-Saharan Africa. Our vision is to become Africa's premier healthcare company, providing innovative and affordable healthcare solutions to the continent. Our hallmark is quality: in our products, our people and our processes.

LaGray Chemical Company Ltd., Ghana is an emerging world class pharmaceutical company. In line with the vision of its founders who are veterans of the US pharmaceutical industry, LaGray is a vertically integrated company involved in the manufacture of active pharmaceutical ingredients, (APIs), solid oral dosage forms and a variety of topical preparations and marketing of these top of the range brands.

The Need: As a result of her strategic market expansion initiative, the company urgently requires the services of a self motivated and results driven Country Manager to provide the springboard for the consolidation of her business in Nigeria.

Minimum Requirements: All candidates for employment at LaGray must have demonstrated ability to comfortably and effectively lead/work in a team environment, be adaptable to change, manage multiple priorities, have excellent analytical and problem solving skills and proficiency with computers and related software. Excellent oral and written communication skills, good interpersonal skills and a "Can Do" attitude are imperative. A high degree of motivation and initiative is an expectation.

General Description: The successful candidate will report administratively to the company's business partner in Nigeria and functionally to the Corporate Manager, Business Development based in Ghana. The key results areas will include:-

- Creating a seamless interface between LaGray and her business partner in Nigeria.
- Ensuring compliance with the regulatory requirements for the company's brands.
- Building a strong sales and marketing team made up of highly mobile and motivated professionals.
- Establishing a strong foothold for the company's brands in the fiercely competitive Nigerian pharmaceutical market.
- Continuously assessing the competitive landscape, developing and implementing competitive strategies.

Qualifications and Experience:

- A good bachelor's degree in pharmacy. Registration with the PCN and membership of the PSN are basic requirements for the job.
- A minimum of ten years marketing and sales management experience with not less than two years at the senior management level.
- A thorough bred sales professional with track record of achievements in the management of the sales function and about two years in brand and product management.
- Must have an infectious "can do" attitude; willing and able to "walk the tight rope" when required.

Candidates who possess the above minimum qualifications should forward their applications along with their CVs to:

The Managing Consultant,
Almega Consulting, Box 8151, Lagos Island

Or on line to: almegaconsulting.recruitment@yahoo.com

- no later than two weeks from the date of this publication. Only candidates who meet our stringent screening will be contacted.