

**SUNMAP COMMERCIAL SECTOR MANAGER**  
**JOB DESCRIPTION**  
**Based in Lagos, Nigeria**

**Background**

SuNMaP, the *Support to Nigeria Malaria Programme*, is helping to strengthen delivery of Nigeria's national malaria control effort by:

- Improving national and state level capacity to plan, manage and coordinate malaria control activities
- Helping harmonize all agencies' support for the malaria sub-sector at federal, state and local levels
- Increasing the population coverage in six states of effective malaria prevention measures and access to effective treatment, working with the public, private and commercial sectors
- Increasing community awareness and demand for effective malaria treatment and prevention.
- Providing the evidence base for more effective strategies through operational research into key areas of prevention and treatment.

Health Partners International (HPI) is a lead partner in this exciting programme, funded by the United Kingdom's Department for International Development (DFID). The consortium is led by the Malaria Consortium. Other partners include GRID Consulting, Federation of Muslim Women Association in Nigeria, Health Reform Foundation of Nigeria (HERFON), Pharmaceutical Manufacturers Group (PMG) and the Christian Health Association of Nigeria (CHAN)

**Roles and responsibilities**

The Job Holder will be responsible for identifying, contracting and increasing the number of commercial partners that the project works with to expand retail sales, to improve distribution networks and to make malaria products (e.g. LLINs and ACTs) more affordable, using a mixture of incentives and controls as required to maximize the project's return on investment.

S/he will coordinate, support and monitor the performance of commercial partners in increasing retail sales and improving distribution networks of malaria products (e.g. LLINs and ACTs).

**Accountability**

S/he will be reporting to the Programme Director

**Key Roles and Responsibilities**

- Identify and assess potential private sector partners with a commercial interest in the sale of malaria products.
- Work with commercial partners to increase retail sales of LLINs and ACTs through marketing, distribution and price support
- Coordinate the activities of the project's commercial partners (LLIN manufacturers, pharmaceutical manufacturers, distributors)
- Monitor the activities of the commercial sector partners including pricing and sales

- Vigilantly monitor and mitigate all risks arising from the programme's commercial sector strategy
- Assess broader market for malaria products (e.g. LLINs and ACTs) to keep the programme's commercial sector strategy up-to-date and responsive
- Prepare and agreeing workplans of programme support to commercial sector, together with budget forecast. These work plans will include a review of the previous work plans and budget;
- Prepare and submit quarterly report on commercial sector activities to the Programme Director
- Liaising with other members of the in-country long term team; as part of ensuring a coordinated and harmonized programme implementation.
- Liaising with the NMCP LTTA on Coordination and through the Programme Director in supporting NMCP on public private partnership issues
- Keeping the Programme Director informed of progress on a frequent and regular basis;
- Carry out other duties as may be assigned

**Skills and experience:**

- Minimum of ten years experience working in commercial sector in West Africa
- Proven skills in managing partnerships and agreements, including contract development, business (partnership) development and monitoring
- Proven negotiation skills
- Experience and understanding of working with commercial sector manufacturers, distributors of health or similar commodities and Non-Government Organisations (NGOs)
- Significant experience in project management
- Excellent writing and presentation skills
- Proven experience in business and marketing plan development and execution