



VACANCY ANNOUNCEMENT

JOINT HEALTH CARE INVESTMENT LIMITED (JHCIL).

Joint Health Care Investment Limited (JHCIL) is the trading arm of Joint Medical Store (JMS) incorporated in February 2017. It is owned by both Uganda Catholic Medical Bureaux and the Uganda Protestant Medical Bureaux. It is engaged in the production and manufacture of health care related solutions. Joint Health Care Investment Limited is therefore recruiting a qualified and experienced **Business Development Coordinator**.

Reporting to; Executive Director.

Salary; UGX 50,400,000 per annum inclusive of allowances.

Main purpose of the job;

To coordinate the overall general administration and management of the day to day activities of JHCIL and offer strategic support towards the growth of the business lines within the company.

Key duties and responsibilities;

- 1) To coordinate the general administration of JHCIL activities on a day to day basis
- 2) To analyse market opportunities, partnerships development of both local and international nature
- 3) To ensure the fulfilment of the company mission and attainment of company productivity milestones and implementation of the board recommendations
- 4) To develop, execute and follow a tactical plan for developing new, sustainable and profitable business
- 5) To research the market and use networking opportunities to identify new opportunities, manage new leads and clearly communicate them to Management for decision making
- 6) Network to acquire an exceptional knowledge of stakeholders within the market and engage key decision makers and influencers (locally and internationally).
- 7) To monitor and analyse market trends to assist in realization of new and innovative products/ services especially related to key and target markets
- 8) To follow and interpret competitive information in the field to advise appropriate response within the business areas of JHCIL.
- 9) To develop strategic mid to long term business plan to gain market share within JHCIL business areas through market expansion, penetration and portfolio enhancement.
- 10) To supervise registration exercise of products with NDA Uganda.

Person Specifications

Qualifications; Either

- Bachelor of Business administration or

- Bachelor of Laws (LLB)
- Bachelor of Medicine and Bachelor of Surgery (MB.ChB)

Additional advantage

- Master of business administration
- Qualification in Law courses

Experience

1. High level executive with substantial experience in business development
2. A minimum of 3 years' experience in business development within the healthcare sector, preferably in manufacturing or selling products and services to both local and international healthcare industry or someone doing business promotion of health related commodities.

Other attributes;

- 1) Strong business focus and knowledge of the pharmaceutical and medical device industries
- 2) Solid relationship building skills with the ability to develop a dynamic network
- 3) Ability to identify and analyse opportunities
- 4) Experience in dealing with manufacturing and medical related technical issues
- 5) Able to work independently with minimal supervision as well as part of a team.

Only qualified candidates who meet all the above requirements are invited to submit their resume, copies of academic certificates, testimonials and three (3) referees including their day time telephone contact and email address. *Only short listed candidates will be contacted.*

Full details of the job advert can be obtained at www.jms.co.ug

CLOSING DATE: 04th May, 2018 at 5:00 pm.

Please forward your applications to:

Manager, Human Resources and Administration
C/O Joint Medical Store,
P. O. Box 4501, Kampala.

'OR hand deliver your application to Joint Medical Store (JMS), Plot 1828 Gogonya Road, Nsambya'