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# Example of Country Manager Job Description

Our growing company is hiring for a country manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for country manager

* Leads the development of Scopes of Work, memorandums of understanding (MOUs), technical management of activities for consultants and local institutions partnering with LINKAGES to ensure that activity timeframes and budgets are met and products are reviewed and finalized
* Coordinates with the LINKAGES headquarters teams for planning and management of LINKAGES technical assistance activities, including workshops, trainings, site visits, and other activities
* Reports regularly to LINKAGES/HQ (Project Director, LINKAGES) PEPFAR/USAID/Swaziland, and to USAID/LINKAGES on progress and status of LINKAGES activities in Swaziland
* Developing a comprehensive understanding of Grana’s products, purpose, and vision
* To manage overall sales and business development activities of the EM region
* To define country growth strategy to achieve revenue and profitability targets
* Work with business functions in EM and other function in wider BT to ensure efficient and successful operations, business delivery and customer service management
* To act as a guardian of the country P&L through effective management of delivering healthy bids and driving margin improvements and growth in contracts
* To actively engage with customers and partners in sales and business development activities
* To assist MENA/EM Head of Sales in developing sales strategy, outlook, commitments and objectives

## Qualifications for country manager

* Ability to engage at C-Level with extensive customer network in local market
* Significant clinical research experience (comparable to 5 years) including one of or a combination of
* 10+ years selling consultative online advertising solutions, digital media, online analytics
* Previous programmatic sales experience required
* Ability to work on assigned country programs and provide support to proposals
* Delivery of custom, strategic, high complexity estimates as required by the business entity