

## Sales Associate (“Freelancer”)

Locations: Nairobi, Mombasa, Mount Kenya region  
Start Date: Immediate  
Duration of Contract: 3 months, subject to renewal

## About Neopenda

Neopenda, PBC is a medical device startup creating life-saving solutions to improve health in emerging markets. The company was founded in 2015 by two biomedical engineering graduate students at Columbia University, and is based in Chicago, IL, USA. Neopenda’s first product, neoGuard™, is a 4-in-1 wearable vital signs monitor for newborns in low-resource health facilities that are overcrowded, understaffed and under-equipped. The device continuously measures vital signs and displays real-time data on a central monitoring tablet, so a nurse can see the status of their patients and be alerted when one needs their attention.

## Position Overview

Neopenda is looking for an experienced Sales Associate (“Freelancer”) with strong communication and organizational skills to help boost Neopenda’s marketing and sales efforts in Kenya. The Freelancer will be responsible for refining and executing our sales strategy, generating new leads, closing sales and managing relationships with new and existing clients for the neoGuard™ wearable wireless vital signs monitor. This contract is for an initial period of 3 months, with the possibility of extension based on performance and mutual fit.

## Scope of Work/Responsibilities

- Refine and execute Neopenda’s marketing strategy to meet sales targets
- Identify and target new leads; conduct sales calls/visits with potential clients
- Perform user training, product demos and onboarding of new clients
- Participate in installation, preventative maintenance and after-sales support
- Build and maintain strong relationships with Neopenda partners and customers
- Attend industry events as needed to showcase the neoGuard product
- Gather customer feedback to assess user satisfaction and inform product improvements
- Participate in weekly business and customer support meetings as needed
- Participate in managing and updating Neopenda’s CRM database
- Provide monthly sales reports to the business team
- Any other business-related tasks assigned

## Qualifications

- Minimum qualification of a diploma in business and/or a health-related field
- Bachelor’s degree in business, communications or health-related field is preferred

## Desired Skills and Experience

- Knowledge of the medical technology landscape and/or health industry experience
- Highly self-motivated with the ability to work independently and deliver results
- Proven track record in pharmaceutical and/or medical device sales
- Basic computer skills including familiarity with CRM software
- Excellent communicator and collaborator in a small team
- Strong interpersonal and organizational skills

## Terms and Conditions

- This is a freelance position with a commission-based compensations structure.
- Neopenda and the freelancer will mutually agree on monthly targets and deliverables.
- The freelancer will work remotely and will receive a modest stipend for marketing expenses including travel.
- The freelancer will be expected to work flexible hours to accommodate Neopenda partners and customers.
- This position is open to candidates in Kenya, preference will be given to those with medical technology and/or health industry experience.



### **How to apply**

If you are interested in this position, please submit a CV and cover letter detailing your sales experience and availability to [careers@neopenda.com](mailto:careers@neopenda.com). Applications will be reviewed on a rolling basis until the position is filled.