

# Research and Development Manager

Ideal candidate: An Individual who can find and sell solutions to problems.

## Reports to:

- Supply Chain Manager

## Responsibilities:

### **Improving Existing Products:**

Test, analyse and report current products to discover ways of improving them for client comfort and usability.

### **Market Research for New Products:**

- Conduct research to stay up to date on industry trends and emerging technologies.
- Work (field visits) with Regional Sales Managers regarding product feedback from end users. What products do they recommend, need, want, and problems they are facing where we might provide a product as the solution?
- Review awarded products on national/provincial/municipal contracts/tenders, identify products contracted suppliers are failing to deliver and advise if Dr Temp can move into that space.
- Propose new products that will be profitable to the company and beneficial to its clientele.
- Present product(s) market feasibility and implementation strategy(ies):
  - What stores might carry the product
  - How much the product should cost
  - How to alert consumers about the availability of the new product
  - How much of the product to purchase/produce
  - What type of packaging most likely to attract new customers

### **Product Development and Innovation:**

- Understanding Customer Expectations
- Reviewing market research
- Analysing consumer data
- Identify problems and gaps in the market. Finding and presenting appropriate products that could address these gaps.
- Finding useful, functional products and services that meet the expectations of clients and customers while ensuring Dr Temp stays relevant in the market; Discover which products would benefit the company to develop. Help the company decide which products and services would most likely find success if offered to their clients and customers.
- Overseeing day-to-day research activities and experiments
- Develop and determine research project strategies

### **Quality and Compliance Control:**

- Designing and implementing product quality surveys.
- Testing product builds
- Develop and maintain documentation, including specifications and technical reports
- Ensure compliance with safety regulations, testing standards, and environmental criteria; Conduct necessary test(s) with the appropriate regulatory body to ensure the product meets appropriate medical device standards.
- Understanding the specification standards of products, and ensuring the products meet or exceed the standard(s).
- Where applicable, create designs and documents that are useful when filing for product patent.

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## **Product Impact Measurement:**

- Conduct research and development projects, including feasibility studies, timeline management, and budgeting
- Design client feedback surveys, product evaluation forms, product impact assessment evaluations

## **Other:**

- Finding, establishing, and maintaining a healthy business relationship with product suppliers.
- Understands the tender system in South Africa and knows how to get Dr Temp's existing and new product specifications on tender(s).
- Search for potential tenders (National/Provincial/municipal etc) that the company can apply for.
- Provide technical support to other teams and departments as needed; Collaborate with cross-functional teams to identify and troubleshoot technical problems.

## **Job Requirements:**

- Bachelor's, Honour's or Master's Degree preferably in general sciences or pharmacological/medical sciences. (Research based Master's degree in other fields are also welcome to apply)
- Efficient problem-solving and analytical skills.
- Excellent verbal and written communication and collaboration skills.
- Experience with project management and timeline management required.
- Self-starter with a passion for innovation.
- Competent in report writing
- Design and conduct literature reviews, quantitative and qualitative research

## **Salary & Benefits:**

- Competitive salary commensurate with educational and/or work experience
- Medical Insurance
- Paid time off, including vacation and sick time
- Managerial benefits where applicable

## **Application Requirements:**

- Resume/ Curriculum Vitae
- Cover letter detailing why you are best fit for this position (no more than 1 page)
- 1 x writing sample (preferably your bachelor's, honour's or master's thesis paper. If you have any publications, kindly send a copy or the link to view your publication)
- South African citizen or Permanent residence.

**START DATE: PREFERREDLY IMMEDIATE BUT NEGOTIABLE**

**FOR QUERIES OR TO RESPOND TO THIS APPLICATION, SEND AN EMAIL TO [DAYO@DRTEMP.COM](mailto:DAYO@DRTEMP.COM)**

**APPLICATION CLOSES: OCTOBER 31<sup>ST</sup> 2024**