JOB POSTING

POSITION:	**Business Development Representative – British Columbia**
STATUS:	**Full-Time**
LOCATION:	**Kohl & Frisch Limited**
REPORTS TO:	**Senior Director, National Independent Sales**
DEPARTMENT:	**Sales**

About Us

Founded in 1916, Kohl & Frisch Limited has a solid reputation in the healthcare industry that distinguishes it as the only national, Canadian-owned and operated wholesale distributor. A family-owned company, it is one of Canada's leading national distributors and is the essential link between pharmaceutical manufacturers and healthcare providers. Kohl & Frisch is fully equipped to service large chain retailers, independent pharmacies, clinics, and hospitals for all their Rx, OTC, home healthcare, and front shop needs.

About the Role

Reporting to the Senior Director, National Independent Sales, the Business Development Representative (BDR) will promote Kohl & Frisch Limited programs to independent retail pharmacies resulting in increased market share in BC. As a core function of this role, the BDR is responsible for maintaining and growing current business with ongoing customers by creating and managing a strong relationship.

What will you do?

- Make recommendations and provide ongoing feedback for growing Kohl & Frisch's market share in the independent market
- Recruit new independent pharmacies/customers and provide update reporting on the progression of ongoing leads
- Create new agreements for new PharmaMax and PharmaFlex accounts and account renewals
- Identify opportunities for existing customers to maximize purchases
- Provide account management and facilitate issue resolution by collaborating with internal departments
- Offer new or alternative programs/solutions based on customer needs
- Maintain strong industry/market knowledge; identify changes in the competitive landscape
- Provide input into the design and execution of retail customer programs
- Utilize Salesforce.com to manage and maximize customer relationships by updating the customer records
- Ensure that all accounts in the territory are adhering to compliance, are profitable and provided with effective support purchase metrics
- Monitor all secondary accounts for potential growth and minimum volume thresholds
- Maintain a consistent call cycle with all accounts within your designated territory
- Undertake any other related assignments as directed

What you bring

- Completion of undergraduate university degree or equivalent combination of education and experience
- Experience selling generic pharmaceuticals, wholesale services, and/or banner products to independent pharmacies is preferred
- 5+ years of related experience
- Solid understanding of pharmacy reimbursement and various banner/program models considered an asset
- Strong business/financial acumen
- Exceptional communication skills, both verbal and written
- Ability to interpret industry trends and competitive information and develop strategies to respond to changes in the marketplace
- Strong ability to build and maintain relationships with current and potential customers as well as internal partners
- Willingness to travel 50%
- Salesforce experience is an asset

What's in it for you?

This position offers a salary range of $75,000 – $95,000, exclusive of discretionary bonus eligibility and our full benefits package. The final salary offered to the selected candidate will be determined by factors including location, relevant experience, skill level and education.

Additional Compensation (if applicable):

- Bonus or commission structure
- Pension Plan (eligibility after 18 months service)

Benefits:

- Health, dental, vision
- Personal Days
- Employee Assistance Program
- Opportunity for Professional Development
- Wellness programs
- Vacation Pay
- Exclusive memberships and discounts

How to Apply

If you are interested in applying, please submit a résumé and any other relevant documentation and any other relevant documentation to: recruitment@kohlandfrisch.com.

Please ensure you specify the job title, Business Development Representative, in the subject line of your email.

Vacancy Disclosure: This job posting is for an existing vacancy at Kohl & Frisch Limited.

As part of our recruitment process we may use AI for initial screening and assisting in evaluating candidate qualifications. All final hiring decisions will be made by our recruitment team.

At Kohl & Frisch, we believe everyone deserves an opportunity to succeed. We're committed to creating an inclusive and accessible recruitment experience where every candidate feels welcomed, respected, and supported.

If you require an accommodation at any stage of the recruitment and selection process, please let us know. We're happy to work with you to ensure you have what you need to fully participate, in accordance with the Accessibility for Ontarians with Disabilities Act (AODA) and the Ontario Human Rights Code.