



JOB POSTING

POSITION: Business Development Representative – Ontario
STATUS: Full-Time
LOCATION: Kohl & Frisch Limited (Concord, ON)
REPORTS TO: Senior Director, National Independent Sales
DEPARTMENT: Sales

Primary Role of This Position

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 Ontario.

Major Responsibilities

- + 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 PMAX and PharmaFlex accounts and account renewals
- + Identify opportunities for existing customers to maximize purchases
- + 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 Ontario territory are adhering to compliance, 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

Education and Experience

- + 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

Qualifications

- + 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

How to Apply

If you are interested in applying, please submit a cover letter and a résumé by Monday, February 6, 2023, to: hr@kohlandfrisch.com.

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

Kohl & Frisch would like to thank all applicants for their interest. Only those candidates who are selected for an interview will be contacted. Kohl & Frisch Limited welcomes applications from individuals with disabilities and provides accommodations upon request for candidates taking part in the selection process.