



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

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.

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 formulary program 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, 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

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 to:
recruitment@kohlandfrisch.com.

Please ensure you specify the job title, Business Development Representative, 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.