



JOB POSTING

POSITION: Business Development Representative – Ontario
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 Ontario.

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 and renewals of PMAX and PharmaFlex accounts
- + 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

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 from day 1
- + 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.

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.

Kohl & Frisch would like to thank all applicants for their interest. All applicants who received interviews

*will receive an update on their application status within **45 days** of applying. We value your interest in joining our team and strive to provide a timely, transparent hiring experience.*

Kohl & Frisch Limited welcomes applications from individuals with disabilities and provides accommodation upon request for candidates taking part in the selection process.