



JOB POSTING

POSITION: Retail Pharmacy Services Representative
STATUS: Full-Time
LOCATION: Kohl & Frisch Limited (British Columbia)
DEPARTMENT: Sales

Primary Role of This Position

In this role, the Retail Pharmacy Services Representative will: promote Kohl & Frisch Limited's programs at the independent retail pharmacy level through the utilization of existing industry relationships; increase Kohl & Frisch's market share in the local markets by selling the company's wholesale distribution; outline various pharmacy program solutions; execute financial analysis with prospective independent owners to secure partnerships; and maintain superior relationships with our customers.

Major Responsibilities

- + Identify opportunities, cultivate relationships, and apply strategies to grow company's independent retail program membership
- + Offer current customers new or alternative solutions depending on their specific needs
- + Strategize, manage customer relationships, and track leads using internal sources along with external networking channels
- + Recruit new customers and effectively represent the benefits of the company's programs and other service offerings
- + Make recommendations and provide ongoing feedback for growing Kohl & Frisch's market share in the independent market, which are consistent with the overall direction of the company
- + Ensure existing Kohl & Frisch accounts are provided with appropriate and effective support designed to maximize their purchases
- + Identify issues and troubleshoot problems; refer to appropriate internal department and provide full cycle follow-up to customer
- + Ensure that all accounts in territory are adhering to program commitments
- + Provide input to design and execution of special projects and/or programs
- + Review, monitor and recommend specific and effective programs, for the independent segment, that allow Kohl & Frisch to provide customer group with value-added services that will assist in alignment of the business
- + Provide support and participate in other related projects and assignments as directed
- + Follow all safety procedures as set out by the company

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

Qualifications

- + Solid understanding of various banner/program models considered an asset
- + Strong financial discipline
- + Ability to multitask and effectively address changing priorities
- + Exceptional communication skills, both verbal and written
- + Solid priority management and time management skills
- + Ability to interpret industry trends and competitive information and develop strategies and tactics 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; overnight travel as required (travel in this role will resume when the business sees fit)
- + Comfortable with Microsoft Office (Outlook, Excel, Word)
- + Salesforce experience is an asset

How to Apply

If you are interested in applying, please submit a cover letter and a résumé to:

mslaczka@kohlandfrisch.com.

Please ensure you specify the job title, **Retail Pharmacy Services 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.