



# JOB POSTING

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| POSITION:   | Sales Representative, Retail Services                  |
| STATUS:     | Open (FT or PT)  |
| LOCATION:   | Flexible (accepting applicants from various provinces) |
| REPORTS TO: | Director, Retail Services                              |
| DEPARTMENT: | Sales  |

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**Primary Role of This Position**

In this role, the Sales Representative, Retail Services will: promote Kohl & Frisch’s programs at the independent retail pharmacy level through the utilization of existing industry relationships; outline various pharmacy program solutions; and execute financial analysis with prospective independent owners to secure partnership with Kohl & Frisch.

**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 through the use of 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

**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 pharmacy reimbursement and 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. Please ensure you specify the job title, **Sales Representative, Retail Sales**, in the subject line of your email.

Please send all applications for this role to **Melissa Roomes** via email to: [mroomes@kohlandfrisch.com](mailto:mroomes@kohlandfrisch.com)

*Kohl & Frisch would like to thank all applicants for their interest. Only those candidates who are selected for an interview will be contacted.*