



ESTABLISHED IN 1916

JOB POSTING

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

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

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