



## Job Description

<b>POSITION:</b>	<b>Category Manager, Pharmaceuticals</b>
<b>STATUS:</b>	<b>Full-Time</b>
<b>LOCATION:</b>	<b>Concord, Ontario</b>
<b>REPORTS TO:</b>	<b>Director, Manufacturer Relations</b>
<b>DEPARTMENT:</b>	<b>Manufacturer Relations (MR)</b>

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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**

The Category Manager is responsible for establishing and maintaining superior business relationships with Kohl & Frisch's many vendor partners as assigned. Through these professional business relationships, the Category Manager will identify opportunities for improvements to efficiency, profitability, and revenue, and develop action plans to achieve them. The Category Manager is the primary interface between Kohl & Frisch (K&F) and its vendor partners as assigned.

### **Major Responsibilities**

- + Develop a strategy for the category with the goal to maximize revenue, efficiency, and profitability
- + Identify areas of opportunity and develop action plans to capitalize on those opportunities and generate additional revenue for the company
- + Promote use of K&F's distribution network and services to all vendors as assigned
- + Promote and support K&F's promotional programs (Web advertising, sales data reports, etc.) to drive revenues
- + Develop and implement new K&F promotional programs that meet the needs of the pharmacy industry
- + Coordinate resolution to various problems and issues that may arise with vendors and internal departments within K&F, ensuring root cause analysis is performed and corrective actions are in place to resolve the issues permanently; this includes collaborating with the involved internal departments and external organizations
- + Ensure that the MR Director(s) is/are kept informed, escalating issues outside of scope, as appropriate
- + Keep apprised of all activities related to K&F's customers, vendors, and competitors to ensure K&F's ability to compete and grow in the distribution marketplace in the assigned category(ies)
- + Conduct regular and detailed business reviews with all assigned vendors to identify areas for improved service, efficiency, profitability, and growth
- + Provide K&F Senior Management with regular updates on industry activity
- + Provide leadership, development, and performance management to direct reports, ensuring timely and accurate flow of all pertinent information and activities; includes explicit consideration of on-the-job training needs for each direct report
- + Review all new product submissions to determine their viability for listing at K&F
- + Working with Inventory Management, collaborate closely with vendor to forecast initial purchase quantities and provide direction to the Inventory Management group for the ongoing management of the purchasing process
- + Negotiate terms and conditions of the business relationship between K&F and its vendors
- + Be the subject matter expert for the assigned category(ies) with respect to market intelligence, product knowledge and inventory control
- + Develop and implement best process for product assortment, sales and buying to achieve targets, ensuring regular reviews are done throughout the year with vendors in order to achieve objective

- + Work collaboratively with the internal teams to develop standardized tools and processes for product assortment, category management, vendor negotiation and management, reporting and key indicators, and inventory management
- + Develop national reports to investigate opportunities for category growth and profitability

### **Education and Experience**

- + University degree, preferably in Business/Pharmaceuticals
- + 2+ years of experience in a fast-paced demanding role managing supplier relations
- + At least 2 years of experience in Category and Team Management
- + 2+ years of experience in strategic negotiations, supplier relationship management, and strategic sourcing
- + Inventory Management experience an asset
- + Wholesale, retail and/or life sciences experience an asset

### **Qualifications**

- + Well-developed negotiating, problem-solving and analytical skills
- + The ability to function effectively in a fast-paced, results-orientated environment
- + Ability to develop and maintain close working relationships with vendors
- + Excellent time management skills and the ability to manage multiple priorities under limited supervision
- + Good knowledge of Microsoft Office including Excel
- + Strong verbal, written communication, and problem-solving skills
- + Detail oriented with strong organizational skills

### **Hours of Work**

Monday to Friday, 8:00 AM – 5:00 PM

### **How to Apply**

If you are interested in applying, please submit a cover letter and a résumé to: [hr@kohlandfrisch.com](mailto:hr@kohlandfrisch.com).

Please ensure you specify the job title, **Category Manager, Pharmaceuticals** 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.*