



Pharmacy Sales Representative

Family Pharmacy, Inc. – Worcester, MA

A Pharmacy Sales Representative is responsible for promoting the services of the pharmacy by developing and nurturing relationships with physician offices, clinics, behavioral health centers, councils on aging, adult day health programs, assisted living communities, group homes and other congregate living programs.

The goal of the position is to gain not only new retail customers, but also to gain new customers for specialty services and to grow and maintain relationships with those accounts. This position is action-oriented, forward-looking, broad in scope, and requires a pro-active drive to get things done.

The position requires social poise, warmth and friendliness, as well as the ability to stimulate and motivate others in order to achieve the results necessary for success.

The responsibilities of this position include, but are not limited to, the following:

- Work with executive management, on new business development activities including local marketing efforts, sales programs and promotions.
- Schedule and conduct calls and face to face meetings for the purpose of new account acquisition, existing account expansion and customer retention.
- Account management with the intent on growing and maintaining a customer base.
- Proactively advocate pharmacy programs and services to targeted market segments.
- Collaborate with colleagues and senior management team to exchange information such as customer needs and opportunities to expand business relationships.
- Provide scheduled activity reports

Qualifications and Skills: The ideal candidate must demonstrate the following competencies:

- Communication skills: Must have strong verbal, written, interpersonal, and relationship building skills.
- Product knowledge – must be or become familiar with medical and pharmacy terminology including specialty pharmaceuticals,
- Self-Starter/Self-motivated – Need to possess confidence, ingenuity, perseverance, and a winning attitude and approach co-workers and clients with full professionalism.
- Demonstrated ability to overcome challenges and make effective decisions
- College degree preferred but not required
- Sales experience preferred but not required.
- Pharmacy experience preferred but not required.

Expectations:

- Generate new business leads, increase revenue and profitability
- Develop and deliver presentations
- Advocate and represent our pharmacy services in a professional manner with high ethical standards.

Gardner Family Pharmacy, Inc	Fitchburg Family Pharmacy, Inc.	Leominster Family Pharmacy, Inc.	Natick Family Pharmacy, Inc.
978-730-8393	978-878-8461	978-728-4429	508-720-4971
175 Connors Street Greater Gardner Community Health Center Gardner, MA 01440	326 Nichols Road Fitchburg Community Health Connections Fitchburg, MA 01420	843 Central Street Paul Rents Plaza Leominster, MA 01453	67 Union Street Metrowest Medical Center Medical Offices Bldg, 1 st fl Natick, MA 01760