



Job Posting

Job Title: Compounding Lab Sales Representative/Pharmacy Technician

Reports To: Pharmacist in Charge

Status: Full-time

Location: Crooksville, Ohio also various locations (Requires Traveling)

Responsibilities:

- Maintain relationships with compounding providers. Foster relationships with new and existing referral sources in designated geographic area.
- Initiate sales process by scheduling appointments; make sales presentations.
- Sell compounding services within a 2-hour radius of any Shrivers location.
- Attend and stay up to date with compounding training as set forth by management.
- Recommend new ideas for growth and development of sales.
- Log, track and appropriately documents all issues.
- Identify market potential and qualify accounts. Close sales by building rapport with potential account; explaining product and service capabilities; overcoming objections.
- Collaborate with pharmacy to meet established sales goals and ensure that the needs of referral sources/customers are addressed.
- Expands sales in existing accounts by introducing new products and services.
- Batch compounder-uses bigger scale to make large batches of pain creams and hormone creams
- Individual compounder-uses smaller scale to compound individuals, stat orders and to fill premade compounds
- Compounding
- Responsible for all compounds in line
- Lot, label, record in refill book all prescriptions made using DYMO, log sheet and refills book
- Answer phones as workflow allows
- Order entry
- Responsible for all new prescriptions that come in
- Answer all phone calls that come into lab
- Fill all prescriptions that are already batched
- Refill calls daily

Education: Bachelor's Degree and CRT, RRT, RN, RPT, LPN, or equivalent experience in Pharmaceutical Compounding or DME field preferred.

Experience: Two years of Sales experience in the medical field. One year of experience in Compounding preferred.

Hours of Operation: Monday-Friday 9:00 a.m.-7:00 p.m. Saturday 9:00 a.m.-3:00 p.m. Sunday Closed

Application Procedures: Apply online at

<https://www.shriverspharmacy.com/CareerOpportunities/Apply-Online/> or send your resume to hr@shriverspharmacy.com.