



Job Title: DME/Compounding Sales Representative

General Summary: Build, retain and grow relationships with physicians and other customers to direct business to the Compounding Pharmacy and DME division. Perform external sales responsibilities.

Essential Job Responsibilities:

- Maintain relationships with compounding and DME providers. Foster relationships with new and existing referral sources in designated geographic area.
- Initiate sales process by scheduling appointments; make sales presentations.
- Sell DME services in the 2-hour radius from Zanesville, Ohio. Sell compounding services within a 2-hour radius of any Shrivers location.
- Maintain all sales activity for compounding and DME through Insightly CRM.
- 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 and DME staff 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.
- Perform other duties as assigned.

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 or DME field preferred.

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