

Sales and Marketing Position Now Available!

Ipsen Pharmacy Services LLC (DBA Kusler's and Clark's Compounding Pharmacy) is looking for a highly motivated, target driven, and experienced Sales and Marketing Representative to join our growing team. We are an independent, family owned pharmacy that is dedicated to solving medication problems by providing custom compounded non-sterile medications. We are looking for a team member that is wanting an inspiring career that provides a valuable and needed service for our community.

Should you be selected to join our team, you would be responsible for promoting products and services offered by Ipsen Pharmacy Services, LLC. In this role you will lead sales and marketing efforts for our two locations. You will ramp up our social media presence with a creative new approach to traditional sales. You will meet with Providers and show them how we can provide tremendous value and care for their patients, themselves, and their business. Your flexibility, positive attitude, thirst for change, creativity, and your drive to develop and evolve the Sales and Marketing Rep position will be your greatest assets. If you have these skills and passion, we want to hear from you.

About Ipsen Pharmacy Services:

At Kusler's and Clark's our Mission is to provide custom compounded medications, pharmaceutical grade supplements, and consultative services for people, their pets, and healthcare providers that dramatically improve the therapeutic outcomes, health, education and vitality of the communities we serve.

Each day at Kusler's and Clark's we live our Core Values. We Communicate Openly, our Teamwork and Positive Attitude Wins, we are fully Committed to our Customer, we work with Integrity Always, we have a LEAN Mindset, we are Leaders in Pharmacy, we will Deliver Quality without Compromise, and we always make time to Celebrate our Pharmacy Family.

We are searching for an individual to join our family owned, independent pharmacy that is as excited about our Mission and Values as we are.

Responsibilities:

The Sales and Marketing Representative is responsible for following:

- Create, develop and maintain marketing materials.
- Develop and execute a social media strategy.
- Develop creative sales and marketing campaigns.
- Represent Kusler's and Clark's at trade shows, conventions and other events.
- Conduct office visits with existing and potential providers.
- Present, promote and sell products/services to existing and prospective customers.

Kusler's - PH: 360.568.1297 | FX: 360.243.3167 | www.kuslers.com
700 Avenue D, Suite 102 | Snohomish WA 98290

Clark's - PH: 425.881.0222 | FX: 425.885.1213 | www.clarksparmacywa.com
15615 Bel-Red Rd, Suite B | Bellevue WA 98008

- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Establish, develop and maintain positive business and customer relationships.
- Expedite the resolution of customer issues and complaints to maximize satisfaction.
- Coordinate sales effort with team members and other departments.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and market trends.
- Daily update and maintenance of CRM system and generate appropriate reports for management.
- Continually define, develop, and grow the Sales and Marketing Rep position.

Skills, Education and Experience:

The following lists the minimum or desired skills, education and experience required for the role of Sales and Marketing Representative.

- Proven Sales and Marketing work experience, preferably in the field of health care.
- Valid Washington State driver's license.
- Experience and familiarity in the use of CRM software.
- Highly motivated and target driven with a proven track record in sales.
- Empathetic listener and persuasive speaker.
- Prioritizing, time management and organizational skills.
- Ability to create and deliver presentations tailored to the audience needs.
- Relationship management skills and openness to feedback.
- BS/BA degree or equivalent work experience.

Interested Applicants:

Please provide a resume and a cover letter which describes how your knowledge, skills and experience will help you excel at Ipsen Pharmacy Service. Questions can be answered by phone or email (mike@kuslers.com – 425.985.8949).

We offer a fun, diverse, flexible, family friendly work environment with competitive pay, medical benefits, retirement benefits, and vacation/sick leave.

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