



BGS Pharmacy Partners, Inc. is a national specialty care pharmacy company. BGS provides consulting, management and drug dispensing to the acute, sub-acute, hospice, correctional and alternate care markets. Our growth strategy is based on providing outstanding patient care and clinical expertise through our network of pharmacies.

REGIONAL ACCOUNT MANAGER (SALES)
(Boise, ID)

We currently have an exceptional opportunity for a **Regional Account Manager**. This position will be responsible for significantly growing sales, maintaining current base of business and offering a local presence for three pharmacies. Other responsibilities include:

- Responsible for a territory consisting of three states.
- Develops and maintains positive relationships built on trust.
- Works extensively and directly with clients and prospects.
- Maintains a database of all prospects and clients.
- Prepares various reports on an as needed basis for the Sales department.
- Monthly travel to Las Vegas, Reno, Boise and Colorado Springs is a requirement.
- Attends periodic manager meetings, board meetings, seminars and other required events.
- Analyzes account situations, identifies problems and recommends solutions.
- Provides excellent sales and customer service skills at all times. This includes providing a high level of product expertise to all accounts.
- Tracks activities and submits reports on sales activities accurately and on-time.
- Proactively interacts with sales management to refine product and market initiatives.
- Proactively and effectively manages time, CRM tool and workload.

TO QUALIFY, job candidates will have:

- Bachelor's degree and a minimum of two years sales experience required.
- Previous Long Term Care sales experience preferred.
- Must have a proven track record of increasing sales.
- Must be able to travel at least 50% of the time.
- Must be very organized, disciplined and detail oriented.
- Must have excellent presentation and follow up skills.
- Must have excellent oral and written communication skills.
- Proficiency in Microsoft Office (Word, Excel, PowerPoint) required.
- Must be able to work with minimal supervision.

We offer a congenial work environment, a competitive salary, and an excellent benefits package. Qualified applicants should submit a resume and cover letter including salary requirements via email to careers@bgspharmacy.com. **Applicants must reference code "5RM" in the subject line of all emails to be considered for this position.**

All qualified applicants will receive consideration for this position without regard to race, color, religion, sex, national origin or ancestry, disabled veterans and veterans of the Vietnam era.

EOE M/F/D/V

www.bgspharmacy.com