

# Territory Sales Manager

**Job Title:** Territory Sales Manager

**Company:** Pharma Planet Labs Inc.

**Location:** Multiple locations in Ontario

**Job Type:** Full-Time

## About Pharma Planet Labs Inc.

Pharma Planet Labs Inc. is a leading provider of medical devices, committed to improving healthcare solutions through cutting-edge technology and superior customer service. We focus on offering high-quality products to healthcare professionals and patients, ensuring better outcomes and improved quality of life.

## Position Overview

We are seeking a driven and results-oriented **Territory Sales Manager** to join our dynamic team at Pharma Planet Labs Inc. The ideal candidate will be responsible for driving sales growth by establishing and maintaining strong relationships with retail pharmacies within an assigned territory. As a Territory Sales Manager, you will play a key role in promoting and selling our medical devices, ensuring they are available and recommended in pharmacies to meet the healthcare needs of patients.

## Key Responsibilities

- **Sales Development:** Develop and execute a comprehensive sales plan for your assigned territory to achieve sales targets and expand market share for Pharma Planet Labs Inc. products.
- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with retail pharmacy owners, managers, and staff. Be the main point of contact for any questions, product inquiries, or support.
- **Product Promotion and Training:** Visit retail pharmacies to promote and demonstrate the features and benefits of Pharma Planet Labs Inc.'s medical devices. Provide training and educational support to pharmacy staff about the proper use and advantages of our products.
- **Market Analysis:** Continuously analyze market trends, competitive products, and customer needs to adjust sales strategies and tactics accordingly. Stay updated on industry trends and regulations.
- **Sales Presentations:** Conduct effective in-person presentations to pharmacy staff, emphasizing the unique value propositions of our medical devices. Highlight how our products benefit customers and enhance their business.

- **Sales Reporting:** Maintain accurate and up-to-date records of sales activities, customer interactions, and territory performance. Submit regular sales reports and forecasts to senior management.
- **Customer Feedback:** Collect feedback from pharmacy clients to relay insights regarding customer satisfaction, product performance, and potential new product opportunities.
- **Compliance and Ethics:** Ensure all sales activities adhere to ethical standards and industry regulations. Follow company policies and guidelines in all interactions with customers.

## Qualifications

- **Experience:** 3+ years of sales experience, preferably in the medical device, pharmaceutical, or healthcare industry. Experience in retail pharmacy sales is a plus.
- **Skills:**
  - Strong communication and presentation skills.
  - Ability to connect with pharmacy managers to understand and resolve their challenges.
  - Proven ability to build and maintain relationships with clients.
  - Self-motivated with a results-driven approach to sales.
  - Ability to work independently and manage time effectively.
  - Knowledge of the retail pharmacy industry and medical devices is an asset.
- **Travel Requirements:** Willingness to travel within the assigned territory for in-person meetings and site visits to retail pharmacies.

## How to Apply

If you're passionate about healthcare and want to join a growing company that values innovation and customer satisfaction, we would love to hear from you! Please send your resume and cover letter to [inquiry@pharmaplanet.ca](mailto:inquiry@pharmaplanet.ca).