

McKesson Corporation
Job Description

Job Title: **Retail Sales Manager**

Dept./Group: Pharmaceutical Group / Retail

FLSA Status: Exempt

Position reports to: DSM- Retail

Position Summary (Purpose of job):

Through skillful and strategic application of consultative selling techniques and focus on sales and financial goals, gains new accounts, grows existing revenue in assigned territory accounts, and provides superior customer service to existing client base.

Core Competencies

- Consultative Selling
- Business/Financial Acumen
- Analysis/Problem Solving
- Teamwork/Collaboration
- Communication
- Customer Orientation
- Flexibility

Key Responsibilities:

- Manages sales activities of independent and small chain accounts in assigned territory with a focus on increasing EBIT & ROCC through sales in the more profitable products and services programs (e.g., Baker APS, Generic/Select, Multisource, etc.) outlined in the annual RSM Compensation Plan and marketing information provided to the sales team periodically.
- Executes market sales plans, initiatives and strategies through sales methodologies sponsored by the company including the sales funnel, counter-intuitive selling techniques, and other tools or instruments for developing business.
- Provides customers with marketing advice, financial analysis to formulate financial plans, managed care information, competitive data and profit enhancing opportunities through sales methodologies and programs designed to point out the benefits of company products/services/technologies in comparison to the competition.
- Develops sales proposals, business reviews, sales presentations of specific products and services, demonstrations of products, merchandising plans, and sales promotions to grow existing business or capture new accounts.

- Ensures on-going attention to enhancing strong relationships with key customers in order to build/maintain the credibility required to keep the business of these customers even during times of risk.
- Through collaboration with other departments and coordination with staff in operations, delivery, inventory, credit and finance, provides problems solving and troubleshooting expertise to customers in servicing existing accounts. Sometimes involves training of customer store personnel in company products and services or reconciliation/administration of sales, financial and credit information.
- Through collaboration and team selling opportunities, participates in sales team presentations where appropriate to further enhance business growth opportunities, improve selling skills, and gain knowledge about the customer base.
- Responsible for representing the company by consistently demonstrating the understanding and modeling of McKesson's ICARE shared principles.
- Responsible for staying abreast of and learning about all new technical applications, products, programs, and services available to customers in the territory and for applying or utilizing them whenever appropriate or timely.

Minimum Job Qualifications:

- **Education/Training** – 4 year degree or its equivalent, preferably with an emphasis in sales & marketing or business management.
- **Experience** – 1-2 years sales experience preferred but not required. Experience in the retail/distribution industry helpful.
- **Specialized Knowledge/Skills** – Ability to learn McKesson's retail products, services and sales methodologies. Strong computer skills (Microsoft – word, excel, etc.)
- **Working Conditions** – Current driver's license required. Position is home based with extensive territory travel by car (40-60%).
- **Physical Requirements** – Some occasional, light lifting (up to 25 lbs) required in store set-ups and other merchandising & training activities.