



## Career Opportunities at Kirby Lester, LLC

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### Regional Sales Manager

Kirby Lester seeks an experienced Regional Sales Manager. The candidate will manage all sales strategies and activities within a given sales region; develop and execute sales and new business strategies; meet and exceed targeted sales and new business goals; consistently attain and exceed revenue goals while working closely with the company's executive, sales and marketing teams; meet and work directly with the customer at both the independent owner and corporate levels.

Travel: Overnight and a minimum of 3-4 days per week.

#### **Experience & Education Requirements:**

Bachelor's degree plus 5-7 years of professional sales and account management experience in the pharmacy automation and/or pharmacy-related industry.

#### **Duties/Responsibilities:**

- Work directly with the VP of Sales, the executive staff and the sales team to develop and achieve annual sales quotas.
- Work directly with the VP of Sales, the executive staff and the sales team to organize daily, weekly, monthly and quarterly sales calls and sales-related activities with existing and potential clients, with the expressed goal of closing sales.
- Develop qualified references by establishing credibility and responsiveness with the current installed account base.
- Participate in team sales calls, proposal development, field sales presentations, etc.
- Contribute to team efforts by accomplishing related results in a cooperative and supportive manner.
- Possess basic technical knowledge of pharmacy technology and automation, network protocols and Windows-based applications.
- Other duties/special projects as assigned.

#### **Compensation:**

- Competitive salary
- Comprehensive medical and dental coverage
- 401k plan

#### **About Kirby Lester**

Kirby Lester, LLC maintains the largest market share of pharmacy automation in the United States plus 40+ countries. More Kirby Lester counters are used to dispense prescriptions in retail, mail order,

hospital and long-term care pharmacies and manufacturing facilities than any other automated counting system; more than 40,000 customers worldwide rely on Kirby Lester for their counting needs. Kirby Lester is an equal opportunity employer.

Interested candidates should send their resumes to Kay Benedict at the address above.