



## **Job Description:**

### **Summary:**

The Territory Manager is responsible for developing business for NHS within the Toronto and surrounding areas. Building and maintaining relationships with key Healthcare Practitioners is important for this role.

### **Responsibilities:**

- Networking
- New business development for our proprietary software system
- Build and maintain relationships
- Identify new affiliates
- Prospect and cold call potential affiliates
- Retain physicians and licensed producers by debriefing and meeting needs
- Full sales cycle responsibility through to managing physician on-boarding
- Establish and maintain effective business relationships with key healthcare contacts
- Educate and inform Doctor, Nurses and appropriate staff on the NHS software/technology
- Educate Doctors, Nurses and HealthCare professionals on Medicinal Cannabis referenced by the ACMPR and Health Canada regulations
- Attend conferences and events
- Track data and submit reporting to Team Lead
- Identify and capitalize on new business opportunities within the assigned territory
- Territory Management - GTA - Toronto and surrounding areas

### **To be considered for this role, you must have:**

- 2+ years' in a pharmaceutical sales role
- Experience selling into Healthcare or B2B Retail environments
- University Degree an asset
- Outstanding communication and presentation skills
- Hunter mentality with a drive for success
- Relentless in your pursuit to become an overachiever
- Cannabis knowledge is an asset

This role provides a solid base salary, bonus, benefits, car allowance and expenses.

**To Apply: Please send your cover letter and resume, quoting the name of the position and location in the subject line to [resumes@naturalhealthservices.ca](mailto:resumes@naturalhealthservices.ca).**