



## **Pharmacy Services Manager**

### **Job overview**

RxE2 uses the practice of pharmacy to make clinical trials a viable health care option for everyone, everywhere.

RxE2 is a growing company with an exciting opportunity for a pharmacy network manager. The successful candidate will recruit and retain independent community pharmacies in a network that supports RxE2's pharmacy-based clinical trial operations.

In this role, the pharmacy network manager develops and leads pharmacy drives, plans events, and creates and implements outreach strategies in order to expand the pharmacy base or engage with existing pharmacies. This position oversees pharmacy campaigns, including on-site visits, or media marketing, and works to increase the involvement of pharmacies and level of participation. Other duties include maintaining a pharmacy network database, writing promotional materials, designing pharmacy benefits, observing and analyzing network trends and feedback, and communicating with pharmacies.

The pharmacy network manager may supervise a team of direct reports, and will assist in hiring, training, management, and evaluation.

This position reports to the chief pharmacy officer. It is remote within the state of North Dakota, and the pharmacy network manager shall possess a willingness and desire to work independently without significant supervision. Additionally, this position requires up to 50% travel within the U.S.

### **Job Duties and Responsibilities**

- Develops and manages the pharmacy network recruitment process, including assessing prospective pharmacies, implementing campaigns, and coordinating recruitment contact lists
- Creates and maintains a database of prospect pharmacies, including research of potential pharmacies from business directories, web searches, or digital resources
- Presents and delivers information to potential network pharmacies, in person or via telephone or virtual meetings
- Conducts cold calls and site visits to potential network pharmacies
- Manages and initiates new pharmacy onboarding processes
- Creates network retention communications and strategies, including site visits
- Conducts tracking and analysis of the network, engagement, and affiliate performance measures
- Develops a strong understanding of network pharmacy needs and offer solutions and support
- Complies with RxE2 SOPs and policies, as well as federal, state, and local laws and regulations, including GCP and HIPAA
- Performs other duties as requested by the chief pharmacy officer

### **Job Requirements**

#### Education

- Pharmacy graduate of an accredited college of pharmacy



### Experience

- Minimum 3+ years' experience in the community pharmacy setting
- Demonstrated ability to develop effective working relationships with pharmacists, partners, and colleagues at all levels of an organization
- Experience with contacting, connecting, and interacting with people of varied backgrounds and experiences
- Preferred: track record in sales, preferably in the healthcare or pharmaceutical industry, with a strong understanding of sales techniques and strategies for selling to community pharmacists

### Skills/Competencies

- Communication skills: Successful history of developing a good rapport and positive working relationships with clients and associates at all levels of an organization through strong verbal and written communication skills.
- Time management skills: Superior organizational and time management skills, as evidenced by excellent attention to detail and an ability to prioritize multiple tasks and change with a fast-paced business environment. Must display high level of personal initiative and time management, as evidenced by the ability properly prioritize work and make independent decisions while working remotely.
- Persuasive and goal-oriented: Possesses an energetic, outgoing, and friendly demeanor. Ability to build and maintain strong relationships with community pharmacists, establishing trust to facilitate successful sales interactions.
- Problem-Solving Abilities: Capacity to identify and address potential barriers or challenges to pharmacist participation in the pharmacy network, offering solutions and support as needed.
- Adaptability: Flexibility to adapt sales strategies and approaches based on feedback from pharmacists, market trends, and industry challenges.
- Knowledge of Clinical Research: Familiarity with clinical research processes.

Interested candidates may contact Tina Schlecht, Chief Pharmacy Officer, at [tschlecht@RxE2.com](mailto:tschlecht@RxE2.com)  
Company website: [www.RxE2.com](http://www.RxE2.com)