



**Position: Nutritional Fundamentals for Health Inc. (NFH) Territory Sales Manager**

**Location: Alberta, Canada**

**Start Date: Position Available Immediately**

In this role you will develop strong relationships with accounts (licensed health care practitioners), identifying opportunities and making regular sales meetings while increasing sales and providing science-based education and information to clients.

**Duties & Responsibilities:**

- Using an educational and professional approach, promote, market, and sell NFH evidence-based products to licensed health care practitioners and their clinics
- Establish new accounts while maintaining and expanding existing ones, promoting NFH products via one-on-one meetings, as well as telephone and email
- Attend NFH exhibitions at professional trade shows/conferences, organize needed materials and follow-ups
- Perform evidence-based product and educational presentations to health care professionals
- Perform account detailing – regular check on product stock and informing of new products and pricing
- Schedule and coordinate demonstrations for some accounts as needed
- Work with NFH General Manager and Head Office to negotiate customer discounts, place orders and arrange for credits and returns
- Participate in NFH sponsored continuing education events, trade shows and conferences
- Perform administrative work; account organization, prepare customer packages, prospect planning, etc.
- Submit territory reports to Head Office
- Manage accounts and sponsorship packages with Naturopathic Colleges within the territory and associated student representatives

**Requirements for This Position:**

- Strong naturopathic (ND) or science background (BSc, MSc, or MScN) with nutrition or health science focus.
- Previous sales experience an asset, but training provided.
- Passion to learn about and be part of a fast-growing evidence-based professional dietary supplement industry.
- Independent, confident, outgoing individual.
- Self-motivated and organized to manage own travel itinerary and expense account.
- A professional conducting oneself with integrity and honesty.



- A keen interest in people, exceptional customer service skills - following through on all customer questions and concerns.
- Excellent communication (verbal and written) and presentation skills.
- Team player.
- Strong negotiating and conflict resolution skills.
- Respect for company policy and regulations.
- Valid driver's license and vehicle.
- Requires traveling time on the road and working weekends several (6-8) times annually.
- Computer literate (Microsoft Office Excel, Word, PowerPoint).

Although sales remains the focus of this position, depending on your personal goals, skills and interests, this position also gives you the opportunity to become involved in a variety of projects such as activities and initiatives associated with continuing education seminars, company publications, new product launches, special events, and corporate communications. Excellent prioritization, project management, communication and problem solving skills will be critical to your success in these additional opportunities.

This position is full-time, offering a base salary plus commission on sales. Travel, car and communication expenses will be covered by NFH.

Please e-mail cover letter and resume/curriculum vitae to [hr@nfh.ca](mailto:hr@nfh.ca).