

GF HEALTH PRODUCTS, INC.
JOB DESCRIPTION

JOB TITLE: Strategic Accounts Director

DEPARTMENT: US Sales

LOCATION: Corporate or Field

REPORTS TO: US Sales Management

SUMMARY

Responsible for developing, negotiating, implementing, managing and expanding strategic corporate business relationships with:

1. Governmental entities
 - a. Federal
 - b. State
 - c. Local
2. Strategic Distribution Partners
3. Regional Purchasing Coalitions (RPCs)
4. Integrated Delivery Networks (IDNs)
5. GPOs (Group Buying Organizations)
6. Other Designated Corporate Accounts

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Contract with federal, state and local government entities, emphasizing the Company's Made in USA products. Work with the sales management team to ensure maximum visibility of those government contracts to the sales force.
- Proactively prepare price proposals and responses to RFIs/RFQs, in consultation with the appropriate Product Manager.
- Maintain long-term business partnerships with executive level prospects within the IDN/RPC/Corporate Account Membership, to continue to generate qualified business opportunities. Communicate the terms & conditions of any relationship / agreement with the appropriate sales management and sale team members of these ongoing activities and elicit assistance as appropriate.
- Develop comprehensive purchase agreements and specialized business partnerships with key distribution partners, IDNs, RPCs and GPOs.
- Administer the IDN/RPC/Corporate Account contracts, including extensions, terminations, and amendments to keep contracts current, reporting sales usage and maintaining adequate sales records, upholding contract terms and conditions, coordinating payment of administrative fees, and educating sales and customer service on contract.
- Identify new account opportunities within the acute, institutional, homecare and alternate care marketplace leading to sales expansion by collaboration with customers and developing an understanding of the market's needs and solutions.
- Proactively engage with field sales through ongoing, consistent written and oral communications.
- Plan/attend industry trade shows when necessary.
- Plan and conduct sales training, both internally and externally, as needed.
- Continue self-development through industry periodicals, internal and external technical training courses.
- Keep abreast of regulatory changes, industry guidelines and process improvements.
- Perform other related duties as required.

QUALIFICATIONS

This individual must be able to perform each essential function satisfactorily. The requirements listed in this document are representative of the knowledge, skill and/or ability required.

QUALITY REQUIREMENTS

Responsible for adhering to the established GFHP's quality system and facility procedures in your respective department. Responsible for identifying problems that can have an impact on product quality and reporting the information to your supervisor. Adhere to all Company Policies and Procedures and incorporate sound safety and housekeeping practices in performing day to day functions in the work environment.

EDUCATION and/or EXPERIENCE

- Bachelor's degree in business or related field is preferred.
- 5 years' experience in sales to the Federal Government sales and contracting teams.
- 3-5 years' experience working with healthcare distributors, IDNs and GPOs.
- Experience selling directly to key decision makers.
- Equivalent combination of education and experience.

LANGUAGE SKILLS

- Comprehend and respond to customer needs.
- Read, analyze, and understand articles and regulations pertinent to the company's product lines.
- Effectively present information to customers, managers, and the public.

MATHEMATICAL SKILLS

Ability to perform general business calculations such as discounts, interest, margins, and percentages.

COMPUTER SKILLS

Proficient in Microsoft Word, Excel and PowerPoint. Knowledgeable in the use of mobile communications and sales automation tools. Adapts to changing business tools and communications modalities.

REASONING ABILITY

Ability to define problems, collect data, establish facts, draw valid conclusions, and interpret a variety of reports. This individual must present the ability to deal with problems involving variables in all job-related situations.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

- While performing the duties of this job, the employee is regularly required to use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; and talk or hear.
- The employee frequently is required to stand, walk, and sit; lift and/or move up to 10 pounds and occasionally lift and/or move up to 50 pounds.

- Travel to off-site locations is required, as well as attending internal/external meetings, training workshops, sales and tradeshow events. Travel may be extensive at times and will require extended periods of driving or sitting in a vehicle.

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. While performing the duties of the job, the employee may occasionally encounter moving mechanical parts. The noise level in the work environment is usually quiet.

APPROVALS

Handwritten signature of Lutz F. Kirschner in black ink.

SVP, Administration

9/26/2025

Date