

FOR IMMEDIATE RELEASE

January 5, 2023

Mike Gross joins Pharma Logistics as new Head of Marketing & Business Development

Libertyville, IL - Pharma Logistics is pleased to announce that Mike Gross has joined the Executive Management team as its new Head of Marketing & Business Development, reporting directly to President & CEO, Michael Zaccaro.

“We’re really excited to have Mike onboard. His extensive background and history with the pharmacy market, as well as his in-depth marketing knowledge, made him a great fit for us.” Said Michael Zaccaro, President & CEO of Pharma Logistics. “We have some big go-to-market plans for 2023 and beyond, and we’re thrilled that Mike and his team will be spearheading these plans from a marketing perspective. “

In his new role at Pharma Logistics, Mike will elevate the Pharma Logistics marketing strategy to drive sales with a heavy focus on increasing customer retention for the near and long term. His responsibilities include the expansion and implementation of paid and unpaid campaigns that generate sales working with small retail chains, hospitals and health systems, and IDN’s. Additionally, Mike will play a key role in strengthening our relationships with current and new partners, including buying groups, IDNs, and GPOs, with a focus on unearthing new opportunities to attract new customers into the funnel, resulting in growth for Pharma Logistics and their partners.

Prior to joining Pharma Logistics, Mike spent seven years of the last sixteen years in the industry as VP of Sales and Marketing at Retail Management Solutions, LLC. (RMS) where he oversaw digital content and website development, email campaigns, product and brand management, tradeshow management, and print advertising operations regarding software solutions for hospital and pharmacy markets. Mike established strong business relationships with strategic industry partners to negotiate marketing development funds, residuals, and referral agreements to build relationships focusing on mutually beneficial outcomes for the company and their partners.

Mike has a Bachelor of Science degree in Marketing from Penn State University.

About Pharma Logistics:

With over 26 years of experience and founded by Michael Zaccaro, Pharma Logistics is the leading pharmaceutical returns company dedicated to client-focused service. Our mission is to make the returns process as easy as possible for our clients. Our superior service has earned

the trust of a broad range of clients, including hospital pharmacies, Department of Defense, independent pharmacies, pharmacy chains and physicians' offices.

Contact Information:

Company Name: Pharma Logistics

Contact Name: Katherine Wheeler

Phone Number: 888-729-7427

Email Address: questions@pharmalogistics.com

Website Link(s): www.pharmalogistics.com