



Joe Williams

Owner and Pharmacist
MedSmart Pharmacies / Apex Pharmacy Consulting

Joe Williams, a licensed pharmacist hailing from rural North Carolina, is a dynamic entrepreneur who owns and operates four independent pharmacies within a 30-minute radius of his hometown. In addition to his successful ventures, Joe serves as an operations consultant through Apex Pharmacy Consulting, a firm he co-founded with his partner, Benjamin Jolley.

Growing up in a middle-class blue-collar family, Joe developed a profound appreciation for hard work and self-reliance. Guided by the wisdom of his parents and grandfather, he learned early on that success was achievable through dedication and overcoming obstacles with determination.

Although pharmacy wasn't initially Joe's career plan, a managerial role with a large national pharmacy chain provided him with insights into the vast opportunities within the industry. Fueled by a desire to offer more personalized care to customers, Joe returned to pharmacy school at the age of 27, earning a dual degree in Doctor of Pharmacy and MBA.

After parting ways with the national chain and joining a local independent pharmacy during his studies, Joe embarked on a journey to ownership. Just three years after graduation, he acquired his first store, Brisson Drugs. Subsequent years saw four additional acquisitions and a successful start-up. Two of the acquisitions were strategically integrated into existing businesses for efficiency.

Throughout his entrepreneurial endeavors, Joe has evolved not only as a pharmacist but also as a formidable leader and advocate for the local community pharmacy. Recognizing the challenges in the current retail pharmacy landscape, Joe has become a beacon of support for colleagues nationwide, generously sharing his expertise to empower others.

Looking ahead, Joe's overarching goal is to solidify the presence of independent pharmacies within their local communities. Despite the complexities of the retail pharmacy industry, he remains resolute in his commitment to preserving and strengthening these vital community institutions.

Joe Williams's journey is a testament to resilience, hard work, and a commitment to the values instilled in him during his upbringing. He hopes that through example, he is passing these values on to his two children, that he hopes will follow in his footsteps. His story inspires not only as a successful entrepreneur but as a dedicated advocate for the essential role of local community pharmacies in today's challenging healthcare landscape.