

**Location**  
Toronto, ON

**Job Status/Type**  
Full Time/Permanent

**Posted/Updated**  
November 2020

Established in 1994, TeksMed Services Inc. is a leading disability and claims management firm, offering employers across Canada a complete solution to workplace injury and short-term disability claim management. Our team of experts have devised processes and methods that effectively reduce wage loss and claim costs by helping ill and injured workers maximize their work potential. We focus on ability, not disability, provide fast, world-class health care, and assist in establishing an early and safe return to work.

TeksMed is looking for a dynamic individual with an entrepreneurial spirit to join our team in Toronto, Ontario as an Account Executive. We are looking for a motivated self-starter with a strong work ethic, who will play a key role in the continued growth of our business. The Account Executive is responsible for bringing forward strategy, ideas and proven skills related to sourcing new leads, attending industry events, meeting with senior management teams, developing proposals and preparing service agreements. The ideal candidate will be an excellent communicator with strong relationship building skills and a proven ability to effectively forge new partnerships.

If you think you have what it takes to join our team, a potential career opportunity awaits you!

#### Skills/Abilities

- “Hunter” mentality with a proven record of success driving complex sales through a disciplined process
- Exceptional critical thinking, interpersonal, communication, consultative and presentation skills.
- Demonstrated ability to develop and maintain strong relationships (clients, insurance advisors, and business community)
- Ability to positively influence and negotiate with others to achieve results balancing the interests of the client and TeksMed
- Self-motivated and works well independently as well as within a collaborative team
- Excellent attention to detail with sound analytical and problem-solving skills
- Excellent communication (written and oral), and presentation facilitation skills
- Strong time management and project management skills
- Advanced working knowledge in MS Office, specifically in presenting information and solutions to clients and prospects
- Strong networking ability both through events and social media (LinkedIn)

#### Qualifications:

- 3+ years of B2B sales experience in related field
- Completion of Post-Secondary School Education/ or equivalent
- Willingness to travel frequently
- Must have valid driver's license

#### What can we offer to you?

- ✓ Competitive Base Salary
- ✓ Uncapped Commission
- ✓ Target Attainment Bonuses
- ✓ Paid Vacation
- ✓ Generous Benefits and RRSP matching program
- ✓ Car Allowance
- ✓ Company laptop and mobile phone
- ✓ Growth opportunities
- ✓ Tuition reimbursement for furthering relevant education
- ✓ A great working atmosphere

If you meet the criteria and would like to apply, we would love to hear from you! Please respond to this posting with your **cover letter** and **resume**. We will be contacting qualified candidates directly. This position will remain open until the right hire is made.

We thank all those who apply, however, only those applicants selected for an interview will be contacted.

**NO PHONE CALLS PLEASE**