

**Location**  
Toronto, ON

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

**Posted/Updated**  
November 2022

### About Us:

TeksMed Services Inc. is an award-winning Canadian disability management company backed by more than 25 years of success, and has emerged as one of the fastest-growing businesses in Chilliwack, BC, with an office in Toronto, ON and remote employees across Canada. We manage both occupational and non-occupational disability claims with personalized recover-at-work solutions for Canadian employers of all industries and sizes. Service Excellence, Passion, Family, Innovation, and Respect are our core values. We are growing and looking for a passionate salesperson to join our team.

### About You:

If you consider yourself one of the best closers in the B2B space, then this is the place. We are looking for a passionate and self-driven team member to be part of our sales team.

### Job Summary:

The Account Executive reports directly to the Vice President, Innovation & Growth. Their primary objective is to close sales and increase revenue for the organization. The Account Executive will be responsible for identifying and developing potential prospects and new areas of business through market research, referral networks, cold calls, and other initiatives. This will include maintaining and nurturing prospect relationships with timely follow-up and correspondence, updating prospect data into company software, presenting proposals, and collaborating with team members in building revenue for the Eastern and/or Western Canada Regions.

### The Role in More Detail:

- Identify and develop potential prospects and new areas of business through market research, referral networks, cold calls, and other initiatives
- Determine prospects' service needs and maintain relationships with prospective clients with timely follow-up and correspondence
- Provide prospects with detailed presentations on the benefits of using of TeksMed Services
- Ensure prospects receive marketing materials such as brochures
- Negotiate terms of sale, and prepare proposals and agreements in cooperation with the Executive Team
- Communicate the new client's expectations to the appropriate TeksMed representative
- Maintain customized software database notes on prospect information by ensuring accuracy and inclusiveness
- Collaborate with the Executive Team in building revenue for the region
- Consistently meet sales targets by successfully closing sales
- Attend networking events, trade shows, and conferences and help determine ROI for various conferences

### Knowledge/Skills:

- Knowledge of how to promote and market service-related/intangible products
- Understand the benefits that TeksMed Services offer in relevance to the internal policies and procedures of WSIB/WCB and claims management
- Exercise basic math logic and reasoning to assist in the negotiation
- Comfortable making cold calls to prospective clients
- Proven ability to develop and close business opportunities amongst companies of all sizes
- Able to work independently by being self-driven
- Able to collaborate with co-workers to encourage and enhance a dynamic team environment
- Ability to positively influence and negotiate with others to achieve results balancing the interests of the client and TeksMed
- Proficient with the maintenance of the sales process including upholding cold calls, continually building a prospect funnel, and closing deals
- Lead generation and strategic follow-up on sales initiatives from events
- Strong networking ability both through events and social media (LinkedIn)
- Demonstrated ability to develop and maintain strong relationships
- Ability to travel anywhere in Canada when needed for sales opportunities and events
- Ability to document all prospective interactions in company software (Salesforce and MS office)
- Excellent communication (written and oral) and presentation skills (in-person and virtual)
- Proven track record of successfully meeting sales targets

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**Qualifications:**

- Completion of post-secondary school education or equivalent
- 1-2 years of business-to-business (B2B) sales experience
- Must have a class 5 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

**Job Type:** Full-time permanent position

**Working Hours:** 8:30 am – 4:30 pm (Flexible earlier start and end)

**Working Days:** Monday – Friday

**Work Location:** Toronto, ON

**Work Structure:** In office

**Compensation Model:** Base Salary + Commissions + Bonus

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**