

Location
Chilliwack, BC

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. 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 are passionate and curious, TeksMed is the place for you. We're growing and we are looking for a self-starter individual who can adapt and amalgamate creativity with sales.

Job Summary:

The Business Development Representative reports directly to the Vice President, Innovation & Growth. As a Business Development Representative, you will indulge in generating leads and qualify prospective clients to increase revenue for the organization. Your daily responsibilities include identifying and developing potential prospects and new areas of business through market research, cold calls, social media, email communication, referral networks, and other initiatives. This will include creating positive prospect relationships with timely follow-up and correspondence, updating prospect data into company software, and collaborating with team members in building revenue for the Eastern and/or Western Canada regions.

The Role in More Detail:

- Identify and qualify potential prospects and new areas of business through market research, cold calls, social media, email communication, referral networks, and other initiatives
- Nurture leads who have shown interest in TeksMed services and engaged with the organization through our marketing channels
- Reach out to prospecting clients who have not yet engaged with TeksMed
- Determine prospects' service needs and schedule quality meetings for Account Executives with timely follow-up and correspondence
- Provide prospects with benefits of using of TeksMed Services
- Ensure prospects receive marketing materials such as brochures
- Probe effectively and identify prospect pain points then communicate prospects' needs to the appropriate Account Executive
- Create effective sales scripts to qualify or disqualify leads for the purpose of scheduling quality meetings for Account Executives
- Maintain customized software database notes on prospect information by ensuring accuracy and inclusiveness
- Conduct market research and competitor research
- Assist in identifying and preparing for networking events, trade shows, and conferences and help determine ROI for various conferences
- Assist with marketing initiatives and campaigns such as sending email blasts, leveraging social media tools and advertising channels
- Regularly review Requests for Proposal (RFP) and Request for Information (RFI) bid sites for relevant opportunities

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, claims management, and employee benefits
- Proven ability to generate 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
- Able to positively influence others to achieve results balancing the interests of the prospect and TeksMed
- Able to probe and listen effectively
- Proficient with the maintenance of the sales process including upholding cold calls, continually building a prospect funnel, and scheduling meetings

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- Lead generation and strategic follow-up on sales initiatives from events
- Able to persevere and stay resilient despite rejection
- Demonstrated ability to create positive relationships
- Ability to document all prospective interactions in company software
- Excellent communication (written and oral) and elevator pitch skills

Qualifications:

- Completion of post-secondary school education or equivalent
- Proven work experience in sales, preferably business-to-business (B2B)
- Experience effectively conducting cold calls
- Proven track record of successfully scheduling sales meetings

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:** Chilliwack, BC**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