

**TITLE**

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Account Manager

**SUPERVISOR**

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National Sales Director

**STATUS**

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Permanent, full-time position

**LOCATION**

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Toronto

**RESPONSIBILITIES**

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The primary responsibilities of the Account Manager will be to prospect and sell all services which fall under the Corporate Health Services Division to new clients, whilst retaining and growing assigned client account base by cross-selling and up-selling.

- Develop personalized business relationships to identify customer needs and present solutions from the company's product portfolio to meet those needs
- Prospect in order to set appointments with C-level executives and HR benefits decision-makers
- Cross-sell and up-sell existing clients with all services of the Medisys Corporate Health division
- Expand your book of business whilst maintaining an ongoing focus on pricing discipline
- Leverage personal relationships to build and sustain the satisfaction and loyalty of your clients
- Communicate with management and various departments within Medisys to share feedback regarding customer needs and delivery of the desired customer experience
- Work with other departments as needed to effectively address client issues and respond to client needs
- Share best practices with team members across the department and company
- Achieve and track weekly, monthly and quarterly goals by preparing sales report, forecast, etc.
- Work with National Sales Director to develop individual sales targets and plans and report on progress
- Network in the business community and/or attend shows, events for prospecting & leveraging market awareness for Medisys.

**REQUIRED QUALIFICATIONS**

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- Completed Bachelor's degree in a field related to health (physiotherapy, biology, kinesiology, nutrition, nursing, etc.)
- Minimum three years of experience doing B2B field sales for an organization that sells services (not products)
- Experience in a B2B environment serving mid-to-large sized national clients and targeting and influencing C-level decision-makers
- Health care or corporate benefits industry experience strongly preferred
- Demonstrate high energy, creativity, positive attitude and negotiation skills

- Ability to work independently and make strategic and operational decisions
- Proficient with MS Office (Word, PowerPoint, Excel) and with client management software (e.g. ACT)
- Outstanding written and verbal communication skills
- Some travelling may be required (~5%)

**PLEASE TRANSMIT YOUR CV TO OUR HUMAN RESOURCES DEPARTMENT BY E-MAIL**

**AT: [tammy.patten@medisys.ca](mailto:tammy.patten@medisys.ca)**

We wish to thank all applicants in advance for their interest; however, only those who will be considered for an interview will be contacted. Medisys is an equal opportunity employer.