
TITLE

Business Development Associate

SUPERVISOR

National Sales Director

STATUS

Permanent, full-time position

LOCATION

Toronto

RESPONSIBILITIES

The primary responsibilities of the Business Development Associate (BDA) will be to sell all services which fall under the Corporate Health Services Division to prospects and dormant clients, whilst retaining and growing an assigned client account base by cross-selling and up-selling.

- Prospect in order to set appointments with C-level executives and HR benefits decision-makers
- Develop personalized business relationships to identify customer needs and present solutions from the company's product portfolio to meet those needs
- Increase the number of Executives eligible for our Executive Health Services
- Cross-sell and up-sell existing clients with all services of the Medisys Corporate Health division
- 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

- Completion of post secondary education required
- Minimum of 2-3 years previous experience in business development or "hunter" role
- Superlative verbal, written and presentation skills required
- Must be energetic, resilient and goal oriented
- Exhibits superior influencing and relationship building skills
- Utilizes a strategic and consultative sales approach
- Demonstrates creativity, a positive attitude and well-developed negotiation skills
- Must be able to work autonomously while managing multiple timelines and objectives successfully



Medisys Human Resources

A healthy career.

- High level of computer proficiency and experience with MS Office Suite

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

AT: 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.