



TITLE

Business Development Representative

SUPERVISOR

Director of Sales and Marketing

STATUS

Permanent, full time

LOCATION

GTA

RESPONSIBILITIES

The Business Development Representative will be responsible for increasing Medisys' Insurance Medical Services current market share within a designated area: Toronto and region. He or she will also maintain client relationships, collaborate with other representatives and health professionals. More specifically:

- Prospect in order to set appointments with financial advisors, MGAs and career agencies, focussing on the development of new business opportunities in the life insurance channel;
- Visits regularly and makes presentations to existing and potential agents and brokers;
- Develop personalized business relationships to identify customer needs and present solutions;
- Applies consultative selling practices in business development activities and customer service;
- Achieve and track weekly, monthly and quarterly goals by preparing sales report, forecast, etc...
- Work with other departments as needed to effectively address client issues and respond to client needs;
- Network in the business community and/or attend shows, events for prospecting & leveraging market awareness for Medisys.

QUALIFICATIONS REQUIRED

- Completed bachelor degree in a relevant field (commerce, business administration, etc...) or a minimum of 2 years of professional sales experience.
- Excellent communication and presentation skills,
- Very good computer skills and knowledge of Windows environment (Outlook, Word, Excel, Powerpoint).
- Able to work independently or in a team; well-organized; able to analyze current market needs.
- Creative, autonomous and demonstrates initiative.

**PLEASE TRANSMIT YOUR CV TO OUR HUMAN RESOURCES DEPARTMENT BY E-MAIL
AT: JOBS.TORONTO@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. Please note that the masculine gender is only used to simplify the text.



Committed to employment equity, Medisys encourages applications from the four designated groups as identified in the *Employment Equity Act*. Accommodation will be provided in all parts of the hiring process as required under the Medisys Accommodation Policy. Applicants are required to make their needs known in advance.