



Account Manager & Business Development Representative

iamsick.ca

Who we are

iamsick.ca is a social enterprise with a laser focus on simplifying access to healthcare services by helping Canadians find fast, easy, and appropriate care. Our digital health platform lets patients find nearby healthcare providers, book appointments online, see wait times from the comfort of their homes, and avoid long waits with our virtual waiting room. Healthcare providers benefit from our platform, because we help them deliver care more efficiently.

About the job

We are looking to fill an account management & business development role to support the roll-out of our services to clients across Canada. If you think you're a good fit, we'd love to hear from you!

What you'll be doing

You will collaborate with the company's President & business development team to support the roll-out of our services in medical clinics & pharmacies across Canada.

Some of your specific tasks may include:

- Engaging potential and existing health service provider clients
- Handling both inbound and outbound sales and client support interactions
- Managing new client accounts & partnerships to ensure they receive high level of service
- Contributing to the development of strategic marketing plans
- Maintaining an organized system of leads and responsibilities
- Building strong relationships with small, medium, and large organizations

What you'll need

- Sales, marketing, or client support experience
- Experience in healthcare and/or healthcare IT would be an asset





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- Experience in strategic sales and marketing planning
- Highly organized and able to manage multiple demands at once
- Enjoy interacting with new people on a daily basis
- Works well with others in a team environment

Bonus

- Experience implementing and supporting HL7 FHIR/CDA interfaces
- Experience with Ruby on Rails
- Experience building interactive web applications
- Experience managing a team and mentoring junior developers

What we offer you

- Health benefits
- A fun work environment with interesting projects and exciting challenges
- You will be a part of a team striving to make a positive impact in Canadian healthcare
- Engaging work environment that fosters innovation and professional development
- We value the perspectives of all team members. Your opinions will help guide our products and processes
- Our home base is conveniently located in downtown Toronto across the street from MaRS... steps from the Queens Park TTC Station

Job Type

Full-time

Send a cover letter & CV to careers@iamsick.ca.

