



## Sales Representative

iamsick.ca

### Who we are

iamsick.ca provides health IT infrastructure to the various stakeholders of our healthcare system (regional healthcare authorities and government agencies in need of access to accurate and near-real-time information about healthcare resource availability, major retail pharmacy chains looking to compete in an evolving marketplace with shifting roles of pharmacists, major health insurance companies looking to stay relevant and innovative in a rapidly changing sector, healthcare professionals working in medical clinics and pharmacies looking for cost-saving measures with a focus on workflow integration and efficiency, and patients who deserve access to healthcare when & where they need it). Our website, iOS/Android apps, white-labelled websites/apps, and backend infrastructure fills the needs of all of these stakeholders, and accomplishes it with a focus on optimizing user-experience. Our platform has been used over 300,000 times and we are gaining traction among “hard-to-obtain” clients from both the public & private sectors across Canada.

### About the job

- Client engagement including inbound and outbound sales
- Manage client onboarding and client accounts in an organized and efficient manner
- Accurately create and manage contracts with clients
- Engage with existing and prospective clients with professionalism and enthusiasm
- Work within a team of self-starters to set sales targets and exceed them
- Brainstorm ways to maximize revenue based on feedback, client interaction, and sales skill set

### Qualifications

- Must be a current student or recent graduate from a relevant program of study
- Must have exceptional verbal/written communication and interpersonal skills
- Must be very organized and work very well in a fast-paced environment
- Must have very good speaking presentation skills





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- Must be be a self-starter able to work under minimal supervision
- Must have excellent computer skills including fluency in Microsoft Excel and Powerpoint
- Previous experience in sales, client engagement, or the equivalent is an asset

### Job Type and Duration

This role is on part-time volunteer basis up to 20 hours a week for a duration of 3 months.

The positions will be open to be filled as early as beginning of April. Please apply by sending us your resume and cover letter to [careers@iamsick.ca](mailto:careers@iamsick.ca) . We will be accepting applications on a rolling basis. So apply as soon as you can! We look forward to hearing from you!

