

A2Z BIZTECH Inc.

Job Title: Technical Sales Representative

Location: Stratford, Ontario, Canada

Job Type: Full-Time

Industry: IT Services, Healthcare

About the Company:

Join a leading IT marketing services provider specializing in delivering innovative technology solutions to the healthcare sector across Canada. We offer an exhaustive range of Information Technology products and services globally, through our strong strategic partnership network. We pride ourselves on our ability to provide cutting-edge IT infrastructure, software, and support services that enhance the efficiency, security, and patient care capabilities of healthcare organizations.

Job Overview:

We are seeking a dynamic and results-driven Sales Representative to join our team. The ideal candidate will have a strong background in IT services and a deep understanding of the healthcare industry in Ontario, Canada. This role requires a proactive individual who can identify business opportunities, build lasting relationships with clients, and drive sales growth in the healthcare sector. The candidate should either be a Canadian citizen or with a PR status in Canada.

Key Responsibilities:

- **Sales Strategy Development:** Develop and implement effective sales strategies to target healthcare organizations, including hospitals, clinics, and other healthcare providers across Canada.
- **Client Engagement:** Build and maintain strong relationships with key decision-makers in the healthcare sector, understanding their IT needs and proposing tailored solutions.
- **Business Development:** Identify and pursue new business opportunities within the healthcare industry, focusing on IT infrastructure, cloud services, cybersecurity, and software solutions.
- **Product Knowledge:** Maintain a deep understanding of our IT services portfolio and how it can address the unique challenges faced by healthcare organizations.
- **Sales Presentations:** Conduct compelling product demonstrations and sales presentations to potential clients, showcasing the value of our IT services in improving healthcare delivery.
- **Proposal Development:** Prepare and deliver customized proposals and quotations, negotiating terms and closing sales deals. Expertise in bidding government projects will be an advantage.
- **Market Research:** Stay informed about industry trends, competitor activities, and regulatory changes in the healthcare sector to adapt sales strategies accordingly.

A2Z BIZTECH Inc.

- **Collaboration:** Work closely with the technical team and technology partners, to ensure that proposed solutions meet client requirements and are feasible within the given timelines and budget.
- **Sales Reporting:** Track and report on sales activities, pipeline status, and revenue forecasts to management regularly.

Qualifications:

- **Education:** Bachelor's degree in Business, Information Technology, or a related field.
- **Experience:** Minimum of 3-5 years of sales experience in IT services, with a proven track record of success in the healthcare industry.
- **Industry Knowledge:** Strong understanding of the healthcare sector in Ontario, including its unique IT challenges and regulatory requirements. Demonstrated ability to successfully close B2B and government funded projects
- **Technical Aptitude:** Familiarity with IT infrastructure, cloud computing, cybersecurity, and healthcare IT solutions.
- **Communication Skills:** Excellent verbal and written communication skills, with the ability to articulate complex technical concepts to non-technical stakeholders.
- **Negotiation Skills:** Strong negotiation and closing skills, with a focus on creating win-win situations for both the client and the company.
- **Customer-Focused:** A passion for helping healthcare organizations improve their operations through innovative technology solutions.
- **Self-Motivated:** Ability to work independently with minimum supervision, manage time effectively, and meet or exceed sales targets.
- **Travel:** Willingness to travel within Canada, to meet with clients as needed.

What We Offer:

- Competitive base salary plus attractive commission
- Comprehensive health benefits
- Ongoing professional development opportunities
- Supportive team environment
- Opportunities for career advancement

A2Z BIZTECH Inc.

How to Apply:

Interested candidates are encouraged to submit their resume and a cover letter detailing their relevant experience and why they are a good fit for this role to recruitment@a2zbiztech.com.

Joining Date: Immediate or at a short notice.

Please note that we are an equal opportunity employer and do not discriminate against any employee or job applicant on the basis of ethnicity, race, colour, religion, sex, physical or mental disability, or age.

This job description is a general guideline for the duties expected of the IT Services Sales Representative in the healthcare industry. Duties may be subject to change as per business needs.

