



Sales Executive – Western Canada MSH INTERNATIONAL (Canada) Ltd.

MSH International (Canada) Ltd. is a leading worldwide provider of expatriate health insurance benefit solutions. We advise multinationals, international organizations and businesses in the setup of international healthcare programs, providing related services with high added value. We cover the risk of health, life, disability, and assistance for more than 330,000 insured through four regional offices (Calgary, Paris, Dubai, and Shanghai), sharing the same unified information system with a multicultural team of more 60 nationalities and speaking over 40 different languages.

We are seeking a seasoned and highly motivated Sales Executive, whose responsibility will be to market and generate sales of international health insurance products; through insurance agents/brokers and by actively identifying new opportunities. *Our head office is in Calgary, Alberta and we also have a virtual office in Toronto, Ontario and Houston, Texas.*

The successful candidate will be part of our Sales, Marketing and Client Service Team, and will work out of the Calgary office or may have the opportunity to work from a virtual home office anywhere in western Canada.

Benefits

- **Employer paid extended health premiums;**
- **Health Care Spending Account;**
- **Health/Wellness plan;**
- **RRSP plan with employer contribution;**
- **Salary + competitive commission remuneration structure.**

Key Responsibilities:

- Represents the Company in a positive and professional manner to ensure continued sales and company growth by developing a positive business relationship with agents/brokers
- Responsible for obtaining qualified leads through outbound prospecting calls aimed at decision makers and influencers
- Maintains a good understanding of the Company products and processes
- Provides consulting services by promoting our advanced analytical tools to a wide range of mid-size to large international clients
- Clearly communicates MSH's value proposition and product benefits to engage external decision makers
- Assists in planning and execution of external sales and market events to include capability presentations webinars, client forums, association events, etc.
- Works with the marketing department to create information campaigns that increase attendance at MSH sponsored events
- Tracks sales leads through the regular use of our CRM system; while gathering market and customer information and providing feedback on future buying trends

Qualifications and professional experience:

- Demonstrated success in a sales environment (target-based)
- Current Life as well as Group Accident & Sickness License required
- Minimum 2 years' success in selling Life and Health insurance and/or expatriate exposure required
- 3-5 years relevant business experience
- Solid knowledge of group benefit sales and implementation
- Strong computer skills, specifically in Microsoft Office
- Post-secondary education
- *Ability to communicate effectively and professionally in English, French would be a strong asset*



Required Skills:

- Self-starter and have the ability to work independently
- Good judgment and decision-making skills
- Strong interpersonal, communication, public speaking and presentation skills
- Keen attention to detail
- Analytical
- Enthusiastic with a positive attitude
- Ability to multi-task and adapt to various situations
- Strong organizational skills with strengths in prioritization and efficiencies
- Ability to generate and implement creative solutions to problems
- Ability to think strategically, understand a situation (accounts, competitive environment, product changes) and develop a strategy to achieve the desired outcome
- Occasional travel may be required

We thank all applicants for their interest in this position. Only those selected for an interview will be contacted.

By applying to this position you are confirming you possess either a Canadian citizenship, permanent resident status or work permit.