



Experience the Benefits of People

# Account Director

Toronto, Ontario

We are in the people business, dedicated to helping Canadian companies and their valued employees.

At People Corporation® we make a difference in the lives of more than one million Canadian employees and their families, by providing employee group benefits, wellness solutions, group retirement and pension solutions, and HR services.

We provide customized solutions to fit the unique needs of companies operating in different industries, employing people across multiple generations and with a broad range of demands.

As a publicly traded company with over 700 employees, we are one of the fastest growing companies in Canada and are dedicated to helping you succeed.

## HOW TO APPLY

Interested applicants please forward your resume to [careers@peoplecorporation.com](mailto:careers@peoplecorporation.com). We thank each applicant for their interest and only those selected to move forward in our recruitment process will be contacted.

## FOR ADDITIONAL INQUIRIES

Persons with disabilities who require accommodation in the application process or those needing an alternate format may email a request to [careers@peoplecorporation.com](mailto:careers@peoplecorporation.com) or visit [peoplecorporation.com](http://peoplecorporation.com).

We are adding an **Account Director** to our growing team to continue to drive our rapid growth and to provide exceptional support to our client service and sales teams.

You are an individual who loves to provide memorable service when it comes to your clients. You understand that business is more than just closing the deal, it is about ongoing customer service and client support. Your dedication to providing your clients with such attention is what will make you a successful Account Director with People Corporation.

## KEY RESPONSIBILITIES

- Manage the overall relationship of the largest People Corporation clients (500-5000 lives)
- Manage the overall implementation of both new group sales files from Benefits Consultants and the conversion of existing accounts with support of an Implementation Specialist
- Ensure necessary client tools and executive briefings are prepared and delivered prior to plan implementation
- Manage and create overall client relationship strategies on exceptional client service as well as large group implementation strategy
- Present annual financial renewal to clients, including a review of all products and value-added services available
- Develop communications including announcement letters for employers to communicate changes to employees
- Develop and maintain a high level of knowledge on employee benefit legislation, administrative issues, plan rules and client specific procedures
- Participate in industry conferences, seminars, etc. in order to promote services and keep abreast of industry trends and activities

## CORE QUALIFICATIONS

- Minimum 10 years' experience in group benefits, in a client facing or customer service role
- Excellent understanding of benefits administration systems
- Comfortable in-front of Large Groups and excel in Communicating with others verbally and through presentations and written correspondence
- Life License; Valid Driver's License and Vehicle