



Experience the Benefits of People

Benefits Consultant

MONTREAL, QUEBEC

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. 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 or visit peoplecorporation.com.

People Corporation is a great place to work and we have an amazing sales role for a results-driven individual with a strong sense of passion and pride to join our high-performing team. Located in our Montreal, Quebec office, the **Benefits Consultant** will be responsible for prospecting and securing new clients to support the growth of a profitable block of business.

In this role, the Benefits Consultant role develops and works with a client base to create secure and rewarding solutions. We have an amazing work culture that allows our Benefits Consultants to be in business for themselves but not by themselves and to create a prosperous career in an industry that is always in demand.

KEY RESPONSIBILITIES

- Manage the end-to-end sales cycle including identifying opportunities, prospecting and networking and building a healthy sales pipeline
- Build solid business relationships to support and promote the People Corporation products, solutions and brand
- Assess client needs and recommend solutions for employee benefits, group retirement and pension
- Ensure all sales activities are recorded into the CRM to track inquiries opportunities and win-loss.
- Provide expertise for clients on People Corporation's products, technical tools and solutions.
- Offer exceptional customer service and support to clients

CORE QUALIFICATIONS

- University degree or college diploma with a minimum of 3 years experience in the benefits or insurance industry.
- Proven track record in exceeding sales / revenue and profitability targets
- Valid and current LLQP (or willing to obtain one).
- High degree of integrity and work ethic
- Positive attitude with an intense drive to "make things happen".
- Strong communication skills with the ability to prepare engaging presentations
- Proven winning attitude that matches your efforts to allow you to earn above average income.