

People Corporation at a Glance:

- Canadian Company
- Publically Traded
- 5,000+ Clients
- 35 Offices across Canada
- Head office in Winnipeg
- 600+ Employees
- CEO: Laurie Goldberg



People Corporation was recognized as a TSX Venture 50™ in 2016. TSX Venture 50 is a trade-mark of TSX Inc. and is used under license.

Position Details:

- Reports to: Director, Business Development
- Location: 1800-360 Main Street
Winnipeg, Manitoba
R3C 3Z3

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 our website at: peoplecorporation.com/accessibility

You are a dynamic and motivated individual that excels at uncovering and developing sales opportunities. You understand that building relationships and providing potential clients with the information they need is key to make an informed decision.

As a successful and growing organization, People Corporation is looking for qualified and driven Business Development Representatives to join our team in **Winnipeg, Manitoba**

Skills and Qualifications:

- You believe in and support quality customer interactions and excel in communicating with others.
- You have a minimum of 1-2 years' experience with inside sales and have strong telephone communication skills
- You have B2B experience in inside sales and cold calling with outbound calling know-how and skills, preferably at the "C" level.
- You have a proven track record of meeting and exceeding sales targets and are goal orientated.
- You listen to the client to qualify, create and develop opportunities.
- You have excellent research skills and prospecting skills
- Experience in group benefit insurance as well as Salesforce.com is considered an asset.

This position offers a competitive salary, monthly commissions and the opportunity to earn an annual bonus. So if, an entrepreneurial and innovation type of environment appeals to you, and you have a love of sales, then consider joining our team. We are growing leaps and bounds and are always interested in adding talented and committed professionals to our dynamic team.

Why People Corporation

We are a leading and growing employee benefits, group pension and HR Consulting firm and you will be surrounded by great people who are driven, focused, thrive in our team environment and are never shy to share knowledge. Our employees have joined because they wanted to belong to a winning and growing team. We have been recognized by Profit Magazine as one of the fastest growing Canadian companies for four consecutive years and we encourage all of our employees to participate in our robust Employee Stock Ownership Plan.