

Please indicate job title in subject line of email submissions.

ABOUT YOU

- You are **MISSION** driven, **SELF-MOTIVATED**, and want to make **MONEY** based on your results!
- You actively work on your personal and professional growth
- Are passionate about workplace safety and health, and in particular helping small and mid-sized business succeed
- Are an experienced Safety Professional with Sales in your background OR an experienced Sales Professional with workplace safety in your background!
- Are really interested in technology and gadgets!
- Would like to be part of a successful and innovative organization that's making its mark on the Canadian workplace safety landscape

Some of the things you can expect to do on a day to day basis:

- Indulge your love of workplace safety and making peoples lives better.
- Demonstrate and excel in 1Life Workplace Safety Solutions' Mission, including but not limited to the following:
 - To have an impact on sending workers home to their families safe and healthy at the end of every workday
 - To support entrepreneurs in creating profitable and sustainable businesses
 - To reduce our client's total cost of risk by leveraging technology and innovation
- Generate leads through your personal network, attending tradeshow, networking events and building relationships in the business community and various associations. Use your creativity!
- Follow up with inbound leads generated from marketing activities.
- Nurture affinity partnerships with associations and other high-profile organizations (i.e.: Chambers of Commerce and Trade Associations) to add value as well as generate brand awareness, leads and close sales.
- Meet with prospects in person or via GoToMeeting and Skype to explore needs, assess risks and demonstrate how they can better manage that risk with leading software solutions.
- Set up and nurture prospects through software free trials. Follow up and close new clients.
- Developing proposals and perform the necessary follow up and negotiations to close the deal.
- Update and manage your prospect funnel in Salesforce and meet weekly reporting requirements.

REQUIRED EXPERIENCE AND QUALIFICATIONS:

- 3 to 5 years of sales and safety related experience is required, outside sales experience preferred
- Ability to work independently with strong self-management and time management skills
- Superior interpersonal and client service skills to effectively build relationships
- Demonstrated team-playing attitude
- Strong communication skills, ability to convey message in an organized, clear and effective manner
- A self-starter, taking action to achieve goals beyond what is required
- Goes beyond job requirements to seek opportunities and generate ideas for improvements
- Proficient computer skills and aptitude
- Possession of a valid driver's license and a reliable vehicle
- A post-secondary education is preferred

What we offer:

- An amazing corporate culture and a supportive team committed to personal and professional growth
- Dynamic, rapidly growing, award winning company with the opportunity for advancement as we grow
- Competitive compensation and generous benefits program
- Paid parking

Next Steps: If you think this position may have potential for you, then send us your resume and cover letter. In your **cover letter**, please (briefly) outline the following 4 items (in **4 separate numbered paragraphs** please):

- Relevant qualifications and work experience in Canada
- Why you are you a good match for this role
- Your “philosophy” on customer service and success
- Your desired remuneration (ballpark)

We would like to thank all applicants in advance for their interest in us. We encourage applications from all qualified individuals and believe strongly in diversity.

Send Resume to: careers@1LifeWSS.com **To learn more about us visit us at:** www.1lifewss.com

WE LOOK FORWARD TO HEARING FROM YOU!