



New Sales Account Executive

Interested in joining a growing, people-first team that does great things for Canadian organizations and the individuals connected with them? You've come to the right place!

Job Title: New Sales Account Executive

Language: Bilingual (proficiency in French and English)

Location: Remote (or hybrid in our Longueuil office location)

Position: Full-time

Application Deadline: Open until a suitable candidate is found

THE ROLE

Reporting to the Vice President of Revenue, this position will be at the forefront of driving revenue growth and expanding our customer base in Ontario and Quebec. In this role, you'll:

- Lead and strategize with our team to expand our client base, establish new business partnerships and channels and achieve and exceed sales targets.
- Manage the entire sales process, from lead generation to closing deals.
- Be the first point of contact for new clients and advisors in Ontario and Quebec, introducing Arete's services.

This is big work, but you won't be in it alone! Your peers are tenacious and capable humans committed to being kind, authentic and accountable—and are very excited to meet you. On top of this, Arete's private ownership group is steadfast in their commitment to our success and expanding the life-changing impact our company has on the lives of Canadians.

THE SPECIFICS

You'll be responsible for:

- Overseeing all sales efforts in Ontario and Quebec, and being the face of Arete in the region—building strong relationships with advisors, consultants, direct clients and partners.
- Leading the end-to-end sales process, including prospecting, qualifying leads, conducting presentations, negotiating contracts and closing deals.
- Refining and executing a comprehensive sales strategy to meet and exceed revenue targets.
- Analyzing market trends and competitor activities to identify new business opportunities and stay ahead of the curve.
- Utilizing CRM tools and sales analytics to track performance and optimize sales strategies.
- Providing regular reports on sales performance and strategic insights to the Senior Executive team.
- Collaborating with cross-functional teams, including Marketing & Communications and Product Development, to ensure alignment and maximize sales opportunities.

OUR REQUIREMENTS

- Bilingual, with proficiency in French and English.



- A passion for health and representing organizations that truly care about the well-being of Canadians.
- At least five years of sales experience, with a strong preference for experience in the Software as a Service (SaaS) or Health & Well-being Services industries.
- A competitive nature, with the ability to perform in a team-driven environment.
- A proven track record of successfully managing the end-to-end sales process and achieving substantial revenue growth.
- Strong analytical and strategic thinking abilities.
- Exceptional communication and negotiation skills.
- The ability to self-manage and thrive in a fast-paced, dynamic environment.

ASSETS

- Bachelor's degree (master's preferred) in business administration.
- Experience working in the Digital Health or Employee Benefits industries.
- Experience leading sales in a fast-growing start-up.

WHAT'S NEXT?

Finding our Account Executive isn't going to be easy. We aren't just looking for a colleague with the technical skills and experience—we're looking for someone who embodies our core values and behaviours and who's driven by the opportunity to be at the forefront of scaling a mission-driven company. If this sounds like you, we hope you'll apply!

Please send your **English and French** cover letter and resume to:

Cathy Ramnandan, Director of Finance & Human Resources (humanresources@aretehr.com)
Subject line: Account Executive

We thank all applicants, but only those selected for an interview will be contacted.

A BIT ABOUT US

At Arete, we know people.

We believe that inspiring and supporting meaningful lives and building resilience within people and the organizations that support them is important work—the most important work. Since 2009, this has driven us to pour everything we have into what we do—supporting Canadian organizations and the people connected with them to be the very best they can be. Every, single, day.

Our national mental health counselling, professional and personal development supports and business assistance programs provide unparalleled, research-backed support for employees, businesses and organizations across the country. And because people come first at Arete, the warm and compassionate way we deliver those programs is second to none—it's work you can stand behind and feel proud to be a part of.



Today, Arete is also a rapidly evolving company. We're passionately focused on ambitious growth goals, including launching exciting new products and services for our clients and digitally transforming our organization so we can continue to succeed in our ever-changing marketplace.

We offer a workplace that thrives on respect, curiosity, accountability and authenticity. If you're passionate about being a good human, the power of collaboration and helping to shape companies built to last, you'll love it here! Being a part of the enthusiastic and growing Arete team also comes with flexibility, a competitive salary, an excellent, fully-funded benefits package and a retirement savings plan.

To learn more about us, our programs and what it's like to be on the Arete team, visit www.aretehr.com.