

## Healthcare Related Industries

Did you know that healthcare industries are the one of the largest industries in Canada? It is the 4th largest among all Canadian industries (behind real estate, manufacturing and petroleum production, according government datas). Combining medical technology and the human touch, the healthcare industry diagnoses, treats, and administers care around the world, responding to the needs of millions of people.

**\*\*Scroll down for job descriptions in this area**

## **Disability Case Manager**

### **Generic job description:**

- Evaluate claims to establish eligibility for benefits
- Interview the applicant, the employer (in workplace settings), social services, physicians and other medical service providers
- Manage the disability file by continuously evaluating all additional medical information
- Write letters to inform all affected parties of decisions regarding disability cases
- Implement return-to-work programs and negotiate with the employer, or in the case of schools or social services, provide support and resources for clients and service providers
- Evaluate health care coordination programs and rehabilitation programs to ensure they have positive effects
- Respond to all telephone inquiries made by the applicant, physicians, lawyers, service providers etc. regarding the assessment of the claims

### **Skills:**

- Strong planning and organizational skills
- Analytical and demonstrated ability to solve problems and make decisions
- Strong communication skills and interest in customer service and interaction with policyholders
- Demonstrated ability and flexibility to work in a multidisciplinary and multifunctional environment
- Ability to work with ambiguity
- Ability to work with multiple timelines and priorities
- Ability to transcribe information to the computer while communicating with the insured, employers, etc.
- Knowledge of the medical field (asset)

### **Qualifications:**

- A bachelor's degree or college diploma in an appropriate discipline and/or the equivalent relevant professional experience

## **Medical Sales Representative / Account Manager**

### **Generic job description:**

- Achieve territory sales goals and performance
- Promote medical products and services with key opinion leaders, targeted specialists and healthcare professionals
- Know customers' needs and deliver solutions that benefit patients, healthcare professionals
- Develop, implement and execute a business plan and sales plan
- Communicate and collaborate with teams
- Maintain a current level of knowledge on assigned products and disease areas
- Analyze and report on sales, communicate plans, participate in meetings, review activities and budgets on a regular basis
- Develop relationships with and manage accounts with wholesalers, hospitals, pharmacy chains and others

### **Skills:**

- Ability to establish relationships with vendors, customers, colleagues
- Hospital or account sales experience
- Excellent communications, presentation, and interpersonal skills
- Results-oriented and customer focused
- Proficient in using computer for client data and product data tracking, and data analysis
- Ability to lead without authority
- Ability to collaborate effectively with various groups and commitment to teamwork
- Product knowledge and ability to learn product specifications

### **Qualifications:**

- Bachelor's degree, preferably in health sciences or business administration
- Willingness to travel