

JOIN OUR TEAM!

Cognition+

www.gocognition.com

Business Development Representative

About Cognition+

Cognition+ is a team of talented and dedicated people on a mission to deliver transformative digital solutions to insurance companies of all sizes. In addition to a fully customizable Enterprise Insurance Management Platform, Cognition+ offers on-demand support, connectivity, cybersecurity, and development services. Founded in 1996, we have gained a deep understanding of our client's business needs and challenges and have invested in R&D to build the next generation of insurance technology solutions.

With a focus on teamwork, commitment, and trust, we know it takes people with diverse perspectives, ideas, and cultures to make a company succeed. We believe that hiring the best talent will lead to the creation of better products and services to keep our clients on the leading edge. If you are looking for a challenging opportunity for your work to make a lasting impact and your career to grow, then we want to meet YOU!

Why Choose Cognition+

- Competitive compensation package including benefits, group RRSP and incentive plan;
- Flexible work hours that offer work/life balance;
- Opportunity to learn, grow and innovate;
- Friendly and supportive team environment; and,
- Opportunity to provide your input into making this organization successful.



The Role

We are looking for a proactive and enthusiastic Business Development Representative to join our team. This role is critical in driving our growth by identifying new business opportunities, establishing strong relationships with potential clients, and supporting our sales strategy. If you have a passion for sales, exceptional communication skills, and a results-driven mindset, we want to hear from you!

This position can be performed from our office in London, Ontario or remotely within Canada. Remote-based employees may occasionally be asked to travel to our office for meetings or team-building events.

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Role Responsibilities

- Identify and research potential clients and business opportunities within the property & casualty insurance market
- Generate and qualify leads through various methods, including cold calling, email campaigns, and networking
- Schedule meetings and presentations with prospective clients to showcase our products/services
- Conduct demonstrations of the Cognition+ platform for prospective client audiences
- Maintain a deep understanding of our products and professional services, and stay up to date with insurance industry trends and competitor activities
- Collaborate with the Business Development team to develop and implement effective sales strategies
- Build and maintain strong, long-lasting relationships with clients and partners
- Prepare and present regular reports on sales activities, progress, and results
- Assist in the creation of marketing materials and sales presentations
- Attend industry events and conferences to network and promote our brand
- Perform other job-related duties as assigned

Required Qualifications & Skills

- Proven experience as a Business Development Representative or similar role in sales or customer service
- Excellent communication, negotiation, and presentation skills
- Strong research and analytical skills to identify market trends and opportunities
- Self-motivated, with a proactive and results-oriented approach
- Ability to work independently and as part of a team in a fast-paced environment
- Proficient in Microsoft Office Suite and CRM software
- Bachelor's Degree or College Diploma in Business Administration, Marketing, or a related field

Nice to Have

- Familiarity with inbound marketing tools and techniques
- Experience with digital marketing -- content creation, campaign planning and execution
- Previous experience within the property & casualty insurance industry

APPLY NOW

Interested candidates are encouraged to apply online at
www.gocognition.com/join-us/

Equal Employment Opportunities

Cognition+ is committed to employment equity and welcomes diversity. We encourage applications from qualified individuals from all backgrounds.

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Cognition+ provides accommodations to applicants with disabilities throughout the hiring process. If you require accommodation, please contact Human Resources at hr@gocognition.com or call 519-432- 8553 ext. 362.

We thank all applicants for their interest in this position; however, only qualified candidates will be contacted for the next steps in the process.

