

Interested in crafting the future of healthcare?

If you are the kind of person that thrives on working with smart people, is looking for a long-term job commitment and the opportunity to further develop your skills as the company continues to grow, then you are exactly the kind of person we are looking for.

Who is RL Solutions? We are a fast-growing software company that is dedicated to building user-friendly products for healthcare. Our software affects the lives of patients and the people that care for them. We are located in downtown Toronto, right in the middle of the dynamic entertainment district. The energy of our neighbourhood is reflected inside our office where we work hard and have fun at the same time.

We have been voted as one of the top 5 places to work in Canada for three years running and we continue to rise on the Branham 300 list. We have a strong reputation in the healthcare industry through the positive endorsement of our clients and industry peers.

We are currently looking for a team player who understands the art of technical sales support, in addition to being customer and service oriented and a creative thinker.

Technical Sales Solutions Engineer

Reporting to the Vice President of Sales, the Technical Sales Solutions Engineer will be responsible for supporting the Sales team with technical requirements throughout RL Solutions' overall sales process.

What you will be doing:

- Addresses technical aspects of the sales process, addressing requests from prospects.
- Provides expertise at any sales presentations that requires technical sales support.
- Conducts demos, when required, representing the Sales team as subject-matter expert for all technical aspects.
- Works closely with RL Solutions' Product Management, Development, Professional Services and Technical Services staff to ensure prompt responsiveness to clients' technical requirements, while concurrently maintaining product expertise and knowledge in product evolution.
- Supports Request for Proposals (RFP) bid responses.
- Creates and updates presentations/demos, customized for various types of healthcare organizations.
- Periodically attends industry trade shows to support the Sales team as a representative of RL Solutions.
- Develops product knowledge expertise for all RL Solutions modules.

Required skills and experience:

- Minimum of 3 years experience in software technical sales support role
- Experience in contributing to RFP responses
- Post-secondary degree (Computer Science preferred)
- Very reliable with the ability to work independently and with little supervision
- Exceptional interpersonal, multitasking and organizational skills
- Strong teamwork skills with a high degree of motivation, energy, professionalism and excellent business acumen
- Knowledge of software applications, databases and workflow processes is essential

- Extensive knowledge of Microsoft applications, Excel, databases, Word, PowerPoint
- Excellent communication and presentation skills to deal effectively with all levels of prospects and internal staff
- Proven ability to work productively in fast-paced, rapidly changing teamwork environment
- Up to 20% travel across North America
- Willingness to commute to downtown Toronto

Benefits:

- Casual atmosphere and dress code
- Employee share ownership program
- HSSA and other health-incentive programs
- Located in the heart of downtown Toronto and accessible by public transit
- Competitive salary

If you're interested in the role, kindly send your resume to rl-jobs@rlsolutions.com. We thank all candidates who apply but only those selected for an interview will be contacted.