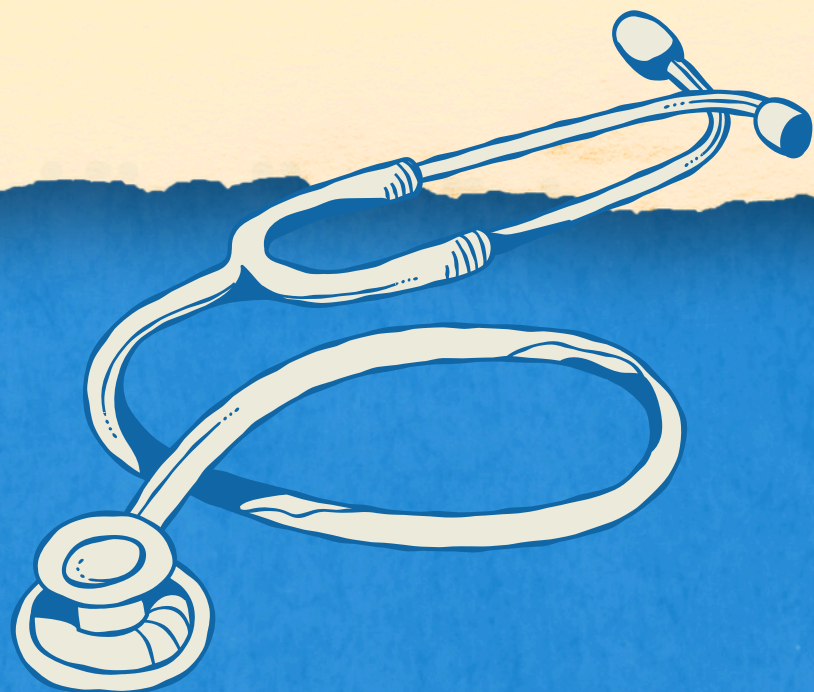


Breaking into Canadian Healthcare



Live Career Guidance Session
for IMGs & Healthcare Students

presented by:



The Harsh Reality

- Healthcare in Canada is highly competitive, especially in major cities, with many students and graduates applying for the same limited opportunities. Strong grades alone are often no longer enough to stand out.
- Many qualified individuals struggle at the beginning because they lack practical exposure, professional connections, or an understanding of how the healthcare hiring process actually works in Canada.
- One of the biggest challenges newcomers and even local graduates face is the “Canadian experience” barrier, where employers prefer candidates who already understand Canadian workplace culture, patient interaction, and healthcare systems.
- The encouraging reality is that there are many overlooked pathways into healthcare beyond traditional roles. Opportunities exist in clinical support, diagnostics, administration, healthcare technology, patient coordination, and specialized allied health fields that many people are unaware of.

EVERYONE ELSE



YOU



01.

Clinical Roles

These are hands-on healthcare positions focused on patient care, diagnostics, and treatment. Roles include:

- Physicians
- Nurses
- Pharmacists
- Medical Laboratory Technologists
- Sonographers
- Cardiology Technologists
- Respiratory Therapists
- Personal Support Workers (PSWs)

These careers vary in education requirements, salary, work-life balance, and level of patient interaction, giving people many different pathways into healthcare.

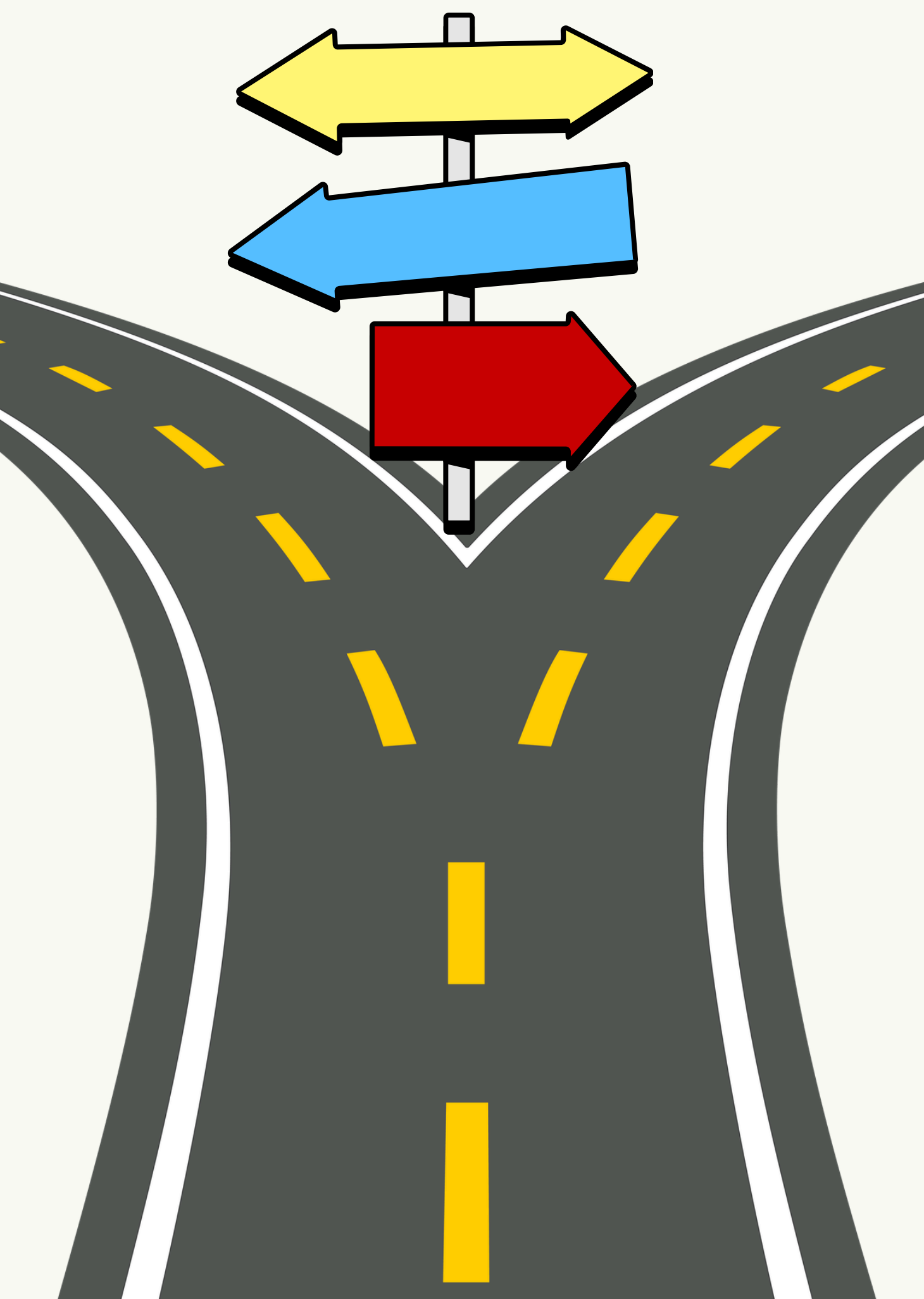
Non-Clinical Roles

Healthcare also depends on professionals who support operations, communication, technology, and patient experience behind the scenes. Roles include:

- Medical Administration
- Clinic Coordinators
- Healthcare Sales Representatives
- Medical Office Assistants
- Research Assistants
- Patient Navigators
- Health Tech & Digital Healthcare Careers

These roles are essential to keeping healthcare systems running efficiently and can also serve as valuable entry points into the industry.





Different Pathways Into Healthcare

One of the biggest misconceptions people have is that healthcare only means becoming a doctor or nurse. In reality, the Canadian healthcare system is made up of thousands of professionals working together across clinical, administrative, technological, and operational roles. Many people overlook excellent career opportunities simply because they are not widely talked about in schools or online.

Key Takeaway

Healthcare is not a single career path; it is an entire ecosystem. Some roles require years of education, while others can serve as stepping stones that provide valuable Canadian healthcare experience and networking opportunities. For many people, the best entry point into healthcare may not be the role they originally imagined, and that is completely okay.

Sometimes the path that opens the first door leads to even greater opportunities later on.

The Biggest Mistakes People Make

Many people spend months applying online without building relationships or networking, even though a large number of healthcare opportunities come through referrals and connections.

- Students often focus only on GPA and certifications, while employers are also looking for communication skills, professionalism, confidence, and real-world exposure.
- A common mistake is waiting until graduation to gain experience, instead of volunteering, shadowing, networking, or building healthcare exposure earlier.
- Many applicants do not fully understand how hiring works in healthcare. Employers are often looking for people who can fit well within a team and interact professionally with patients, not just someone with strong grades.
- Having certifications alone is not enough if someone struggles with patient communication, interviews, teamwork, or workplace professionalism.
- Ignoring LinkedIn is another missed opportunity. In today's world, LinkedIn can help students connect with professionals, discover opportunities, and build visibility within the healthcare industry.



What Employers ACTUALLY Look For

Communication & Patient Interaction

- Strong communication skills
- Confidence speaking with patients
- Ability to interact professionally and respectfully
- Good listening and teamwork skills

Professionalism & Reliability

- Punctuality and accountability
- Positive attitude and strong work ethic
- Professional appearance and conduct
- Consistency and dependability in the workplace

Experience & Initiative

- Real-world healthcare exposure
- Volunteering, shadowing, or networking experience
- Taking initiative to learn beyond the classroom
- Demonstrating curiosity and willingness to grow

Teamwork & Adaptability

- Ability to work well within healthcare teams
- Collaborating with different professionals
- Staying calm in fast-paced environments
- Adapting quickly to new situations and challenges

**MILLION \$ QUESTION:
"WOULD I TRUST THIS PERSON WITH
PATIENTS AND AS PART OF MY TEAM?"**

The Importance of Exposure & Networking

- Shadowing healthcare professionals helps you understand real clinical workflows
- Volunteering builds early experience, confidence, and credibility
- Mentorship provides guidance, direction, and insider knowledge
- Attending conferences and healthcare events creates visibility and connections
- Reaching out directly to clinics can open doors most people never access
- LinkedIn networking helps you connect with professionals and discover hidden opportunities
- Building relationships first often leads to job opportunities later
- “Opportunities often come through proximity, not applications.”



Canadian Healthcare Culture



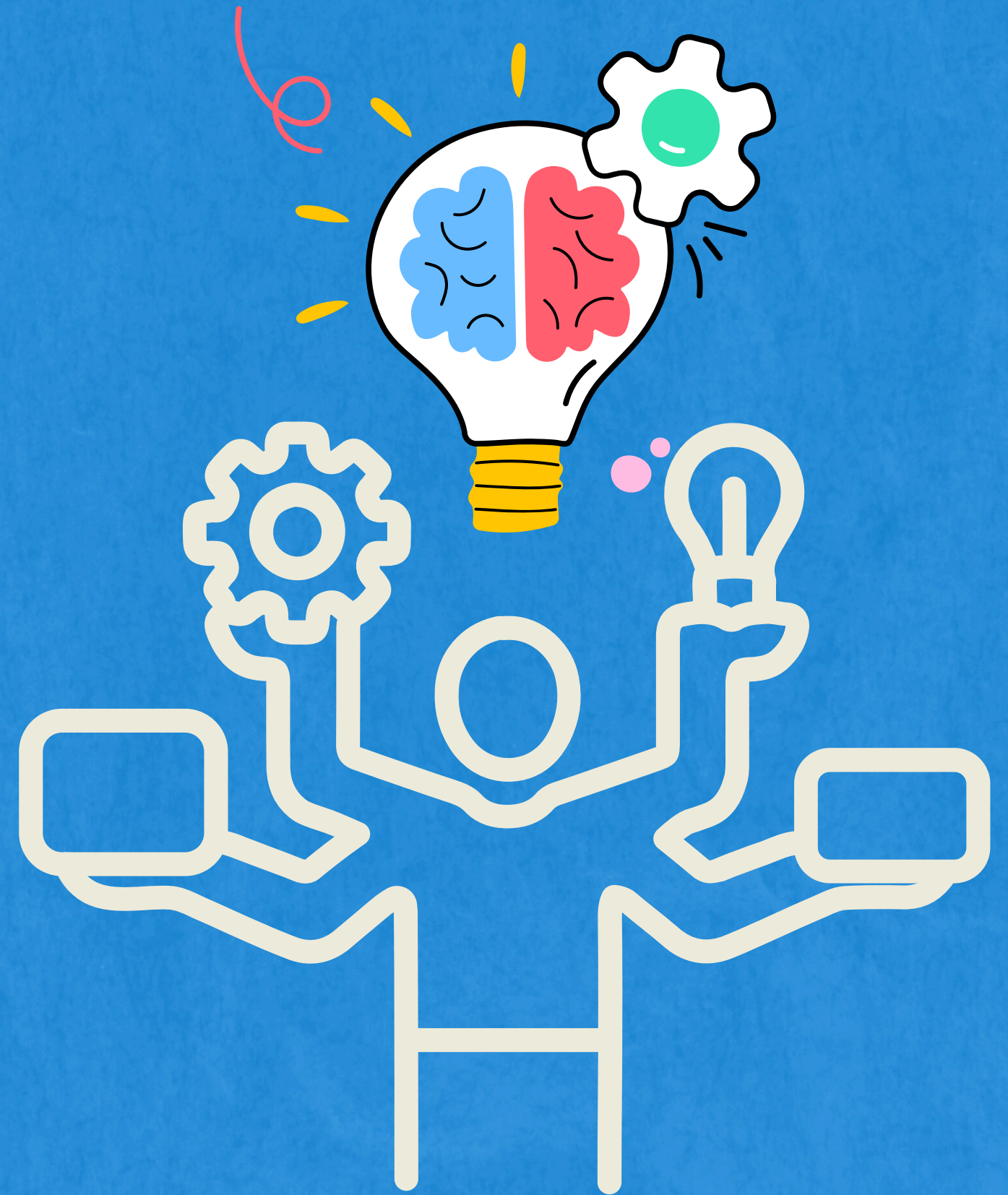
CULTURE MATTERS

- Patient-centered communication is a core expectation in all healthcare settings
- Professional boundaries must always be maintained with patients and colleagues
- Team collaboration is essential — healthcare is never a solo environment
- Proper documentation and attention to detail are critical for patient safety
- Punctuality and professionalism are non-negotiable in clinical settings
- Cultural sensitivity is important when working with diverse patient populations
- Many skilled individuals struggle initially due to unfamiliarity with workplace culture, not lack of ability



Skills That Give People an Edge

- ECG and Holter monitoring knowledge provides strong clinical advantage
- EMR (electronic medical records) familiarity improves workplace readiness
- Medical terminology helps with communication and understanding charts
- Strong patient interaction skills build trust and improve care quality
- Public speaking and confidence improve interviews and professional presence
- Interview skills directly impact hiring success
- Time management is essential in fast-paced healthcare environments
- Communication and “soft sales” skills help in clinics, tech, and patient-facing roles



Realistic Timelines & Expectations

- Your first healthcare role may not match your long-term career goal
- Many professionals enter through entry-level or support roles first
- Career paths in healthcare often evolve over time, not instantly
- Small opportunities often lead to bigger ones later
- Progress is gradual, but consistent experience compounds over time
- Set expectations based on growth, not instant success
- Every role can be a stepping stone if used correctly



How to Stand Out in 2026

- Personal branding is becoming increasingly important in healthcare careers
- A strong LinkedIn presence can separate you from other candidates
- Visibility and consistency matter when building professional reputation
- Employers value individuals who actively position themselves in the field
- AI is changing healthcare workflows, creating new hybrid opportunities
- Combining healthcare knowledge with communication or tech skills is a major advantage
- Communication skills are becoming just as important as technical skills



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