

**Who We Are:**

ReedGroup is one of North America's the largest exclusive providers of absence management solutions. Dr. Presley Reed, a pioneer in the Absence Management field and the creator of the Presley Reed Disability Guideline Tool, founded the ReedGroup nearly four decades ago. We are over 1,900 International employees (and growing daily)!

Come make a difference, help us introduce the ReedGroup brand to Canada. You will have your own unique territory and step into a rewarding career as Director, Business Development. You will not be showing up to do a job; you will be joining us on a mission. Helping people is what we do, and we want you to help us be our best at it.

This job offers a competitive salary plus commission and generous employee benefits, including full medical/dental/vision coverage and Pension/RSP with employer match.

ReedGroup is a company with a positive culture and a bright future. We are a team of smart dedicated people who are interested in helping others.

Job Description

As Director of Business Development, your responsibilities will include:

- Inform, implement and execute on the growth strategy for assigned territories and verticals
- Achieve sales quotas across all lines of the Canadian business inclusive of disability administration, workers' compensation administration, leave administration, and disability consulting.
- Build ReedGroup's presence, establishing Reed's credibility and profile.
- Collaborate with internal and external stakeholders in identifying and exploring opportunities, inclusive of working closely with ReedGroup US and all strategic partners
- Represent ReedGroup in the marketplace through targeted presence at industry forums, conferences etc.
- Oversee the preparation and delivery of proposals and finalist presentations working within a team environment
- Working in collaboration with ReedGroup Operations and Consulting team to ensure sales and revenue success within agreed to margins.

Account Management:

- Support the growth of the business through client retention, and new sales activities through delivery excellence of the operations team.
- Creatively contribute to stewardship planning, development and implementation of client account strategies within your assigned book of business.



Teamwork and Collaboration:

- Demonstrates a high level of engagement and collaboration with the Canadian Operations leadership and Reed Group Canada team members that supports healthy integration, inspires a shared vision and models the way of a high performance culture.
- Demonstrates competency in managing complexity by maintaining momentum through managing dilemmas and dealing well with ambiguity.

Qualifications:

- At least 5 to 10 years' experience in Sales
- Bachelors' Degree required, preferred in a health related field; Kinesiology, Health Sciences, Health Administration, Workplace Health
- Understanding of selling through and developing various growth channels
- Bilingual in English and French, an asset
- Professional presence, polished communication skills, and proven ability to effectively collaborate with all levels of employees
- Capable of presenting presentations with a large audience (ie. Conference level)
- High degree of integrity and commitment to treat people reasonably and with respect is essential
- Creative and innovative thinker with an ability to translate complex ideas and metrics into simple, actionable recommendations

Location: Calgary, Vancouver, Edmonton, Canada

Travel: 20% Canadian, USA