



We are looking for a dynamic business leader who will contribute to our growing professional services team.

As a leader of **Business Development**, you will be working with our Professional Services team to design and implement business strategies, plans and procedures, and set comprehensive goals for performance and growth.

We are a values based, service-focused organization whose mission is to help people and organizations develop their potential.

Key Areas of Responsibility:

Operations

- Oversee daily operations of the professional services team and lead employees to encourage maximum performance and dedication
- Manage all aspects of Professionals Services projects
- Evaluate performance by analyzing and interpreting data and metrics
- Manage relationships with partners, customers, and vendors

Leadership

- Provide leadership to team members; including opportunities for coaching and development to maximize work output and quality
- Ensure individual and team action plans are consistent with the strategic priorities of the organization
- Oversee project completion timelines, monitor project costs, and ensure customer needs are met

Sales and Business Development

- Identify and bring forward new business opportunities
- Create a sales prospecting plan and manage outcomes
- Maintain extensive knowledge of current market conditions, including market analysis, with the ability to identify trends to increase sales and profit
- Create and market the Professional Services plan

Budgeting

- Create and manage the Professional Services budget
- Evaluate return on investment for all areas of Professional Services budget
- Set and monitor targets to optimize revenue and cost containment





Education and Experience:

- Completed undergraduate degree in Commerce or relevant field from a recognized Canadian Institute or its equivalent, MBA preferred; **and**
- Minimum three year experience in leadership, budgeting, sales management, marketing, and commerce

How To Apply: Please email your application to the attention of Human Resources at jobs@agilec.ca. Important: Specify BDS-*<your last name>*-800 in the subject line.

Closing Date: July 9, 2018

Job Details:

Status: Full-Time, Permanent

Travel: Occasional

Salary: Commensurate with experience

Location Address: Agilec Corporate Head Office, 419 King Street W., Suite 3560, Oshawa

Departments: Professional Services: <https://agilec.ca/professional-services> and

Vocational Rehabilitation: <https://agilec.ca/vocational-rehabilitation/>

Agilec welcomes and encourages applications from people with disabilities. We accommodate disabilities during the selection process.

We thank you for your interest, but only candidates selected for an interview will be contacted.

www.agilec.ca



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