



# Business Development Manager - Prairies

## Role Description

### Opportunity

Helping businesses keep a promise to their employees is a great feeling, and that is what we deliver everyday. We are one of the pre-eminent construction industry associations in Canada, and we are looking for great sales team members who want to feel fantastic about the employee benefit plan solutions and services they provide and the good they do.

For nearly 45 years, the **Independent Contractors and Businesses Association (ICBA)** has been the voice of B.C.'s construction industry. Today, ICBA represents more than 2,500 members and clients, and is one of the leading third-party providers of Group health and retirement benefits in Western Canada and is one of the single largest sponsor of trades apprentices and workforce development. ICBA undertakes policy research and advocacy focused on the construction sector and responsible resource growth.

### Role Summary

As a **Business Development Manager – Prairies** for ICBA Benefits, based in Calgary, AB with our brokerage arm NexGen Advisory, you will be front and centre selling new employee group health benefit and group retirement solutions to new prospects across the Alberta and Prairie marketplace. You will proactively prospect and engage owners and benefits decision makers at organizations growing our Western Canadian economy.

### Candidate Summary

You are an AB life licenced, group benefits professional looking for your next great sales career opportunity. You are perpetually in motion, self-motivated and accountable for your sales cycle and your results; proactively driving new sales opportunities forward with the backing of great benefit plan tools and solutions is your hallmark.

Comfortable learning and leveraging an established technology backbone designed to maintain prospect responsiveness, you never let an opportunity slip. A lifetime learner mindset allows you to be on the forefront of issues impacting Western Canadian companies in the group benefits world, and allows you to embrace ways to suggest new and innovative solutions to deliver amazing results and to grow our client base.

### Role Responsibilities

- Driving new Group Benefits and Group Retirement sales Across Alberta and the Prairies
- Proactively prospecting new client opportunities
- Secure appointments and meetings with prospective owners and decision makers
- Creatively address customer issues and suggest solutions and options
- Quote new Group Benefit and Retirement opportunities
- Work closely with ICBA Underwriting on proposals and amendments
- Consistently achieve new sales targets and KPI's



- Communicate, Coordinate and Collaborate with prospects to position ICBA Benefit services for their businesses
- Maintain clear and accurate reporting and forecasting within MS Dynamics CRM

## Role Requirements

- AB Life licenced with Group Benefits knowledge with 3+ years experience preferred
- Must have means to travel in Alberta and Prairie region
- Exceptional at building new relationships and able to connect easily in person or over the phone
- Ability to prioritize and multi-task in a fast-paced environment
- Organized and resourceful, with a strong attention to detail
- Entrepreneurial spirit and a competitive desire to achieve goals and control income potential
- Eager to contribute, learn and grow with an experienced and high-profile organization
- Experience with a TPA an asset
- Retirement solutions knowledge an asset

## Rewards

- We offer a competitive base salary, generous and uncapped variable sales commission, full benefits package, RRSP matching, transportation allowance, and we encourage professional development and pursuing learning and development opportunities as part of a growing organization.