

Business Development Manager

Corporate Solutions

Applicants are to clearly demonstrate how they satisfy the selection criteria in their written submissions and must identify the competition number they are applying for in the subject line of the email.

This competition may be used to establish a 6 month eligibility list of qualified candidates for future vacancies.

DUTIES

Reporting to the Dean of the School of Continuing Education, the Business Development Manager's role is to monitor industry trends and proactively conceive and design profitable solutions to respond to the needs of industry and meet the financial targets of the department. The manager acts as an ambassador of the college to industry and maintains existing clients and generates new clients through prospecting and building relationships. The Manager is responsible for developing an annual sales and marketing plan that defines an action plan to achieve revenue and profit targets for an assigned territory. Working collaboratively with internal resources, the manager is responsible for the design, development and delivery of profitable, relevant and customized training solutions to local, provincial, national and international external clients. With a focus on a high level of service, the manager determines the client's requirements, defines the scope of the solution, establishes the budget & schedule, assigns resources and then monitors and controls the project until its successful closure.

REQUIRED QUALIFICATIONS

- Post-secondary degree in business administration, marketing, sales, management, creative communications, or a related discipline; An equivalent combination of education and experience may be considered
- Proven ability to monitor industry trends and proactively conceive and design profitable solutions to respond to the needs of industry and meet the financial targets of the department
- Knowledge of eLearning and Learning & Development trends and practices
- Proven success prospecting, building a sales pipeline, moving opportunities through the sales cycle; proposing, presenting and discussing solutions with C-level and other decision-makers
- Experience in human resource management including recruitment, hiring processes and performance support and management
- Excellent interpersonal skills and the ability to develop effective partnerships both internally and externally
- Exceptional influencing and negotiating skills
- A collaborative management style, including building and sustaining teams with a demonstrated strength in customer service, delivering results, handling complexity and thinking globally
- Excellent verbal and written communication skills
- Significant experience managing all financial matters including budget, variance analysis and cost-benefit analysis
- Excellent presentation skills
- Values Diversity, Equity, and Inclusion
- Commitment to lifelong learning

ASSETS

- Diploma or other certification/qualification related to adult or online education
- Certification/Qualification related to innovation, design thinking methodology, agile project management
- Training or certification in professional selling

CONDITIONS OF EMPLOYMENT

- Applicants must be legally entitled to work in Canada
- This position may be required to work evenings and/or weekends

COMPETITION NUMBER

2021-060

CLOSING DATE

May 17, 2021

SALARY

\$76,882 – \$105,195

POSITION LOCATION

Notre Dame Campus
(Winnipeg, MB)

POSITION TYPE

Full-Time Position Available

APPLY BY EMAIL TO

humanresources@rrc.ca

Red River College is a leader in applied learning and innovation. Our talented team of employees is passionate about education, innovation and student success. We offer competitive salaries, extensive benefits and the opportunity for personal and professional growth in a rewarding career.

At Red River College we are committed to fostering an inclusive environment, where all employees and students feel valued, respected and supported. The College seeks to increase diversity among its community members and welcomes applications from women, Indigenous persons, racialized persons, persons with disabilities, persons of all sexual and gender identities and others who may contribute to the further diversification of ideas. All qualified candidates are encouraged to apply; however, Canadians and permanent residents will be given priority.



Red River College is committed to providing accessible employment, and ensuring that our recruitment, assessment and selection process is barrier free. If a candidate requires accommodation during the hiring process, Human Resources Services will work with the individual to meet their needs. We thank all applicants for their interest, but only those selected for an interview will be contacted. For more information and other employment opportunities, visit rrc.ca/hr