



Business Development Manager - BC (Employee Group Benefits)

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 2,300 members and clients, and is one of the leading third-party providers of Group health and retirement benefits in B.C. and the single largest sponsor of trades apprentices and workforce development in the province. ICBA undertakes policy research and advocacy focused on the construction sector and responsible resource growth.

Role Summary

As a **Business Development Manager** for ICBA Benefits, based in our Burnaby, BC Head Office, you will be front and centre selling new employee group health benefit and group retirement solutions to new prospects across the Lower Mainland, as well as to our existing ICBA membership. You will proactively prospect and engage owners and benefits decision makers at organizations growing our province and driving the BC economy.

Candidate Summary

You are a BC 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 BC 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 in the Lower Mainland and Fraser Valley
- Selling the ICBA BSL custom Group Benefits plans and the CIBP Hour Bank plan
- 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 ICBA members to position ICBA Benefit services for their businesses
- Maintain clear and accurate reporting and forecasting within MS Dynamics CRM

Role Requirements

- BC Life licenced with Group Benefits knowledge with 3+ years experience preferred
- Must have means to travel in Vancouver BC and Fraser Valley 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.

How to apply

- Submit your cover letter and resume to hr@icbabenefits.ca. We thank all applicants for their interest in joining the team; however, only short-listed applicants will be contacted.
- You may address your cover letter to Jenny Ma, office manager.