

Business Development Manager - B.C.

Who We Are

Helping businesses keep a promise to their employees and their families is a great feeling, and that is what we strive to deliver everyday. With more than 100,000 people on a group health plan administered by ICBA Benefits, we are one of the fastest growing independent group health and retirement benefits platforms in Canada, and we are looking for people to help us provide a customer experience that is second to none in the industry.

ICBA Benefits has a progressive approach to recognizing and rewarding our employees and values dedication, determination, and teamwork. We are committed to helping our people turn ambition into achievement by providing an encouraging work environment that allows our team to maximize their potential.

For more than 45 years, our parent organization, the Independent Contractors and Businesses Association has been the voice of B.C.'s construction industry. Today, ICBA represents more than 3,300 members and clients, is a leader in advocacy, workforce development and is the single largest sponsor of trades apprentices in the province. Our head office is in Surrey, B.C., and we have expanding locations in Prince George and in Calgary, Alberta.

The Opportunity

As a **Business Development Manager** for ICBA Benefit Services Ltd., you will report to the Director, Business Development. This position is a front-line, customer-facing role selling new employee group health benefit and group retirement solutions to new prospects in the Lower Mainland, and across the province of B.C.. You will proactively prospect and engage owners and benefits decision makers at organizations growing our provincial economy.

To be successful in this role you must be:

- A B.C. life-licenced, employee benefits professional with a few years experience under your belt
- Open to learn and to be mentored
- Looking for your next great sales career opportunity and challenge
- 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 unique solutions
- Comfortable learning and leveraging an established technology backbone designed to maintain prospect responsiveness and enhance customer service
- Have a "lifetime learner" mindset that allows you to be on the forefront of issues impacting B.C. companies in the employee benefits world, which allows you to embrace ways to suggest new and innovative solutions to deliver amazing results and to grow our client base.

Responsibilities

- Driving new Group Benefits and Group Retirement sales across B.C.
- Proactively prospecting new client opportunities
- Securing appointments and meetings with prospective owners and decision makers
- Creatively addressing customer benefit plan issues and suggesting solutions and options
- Quoting new Group Benefit and Retirement opportunities
- Working closely with ICBA Underwriting on proposals and amendments
- Consistently achieving new sales targets and KPI's
- Communicating, coordinating, and collaborating with prospects to position ICBA Benefit Services as their group health benefits provider
- Maintaining clear and accurate reporting, activity tracking and forecasting within MS Dynamics CRM

Requirements

- B.C. Life licenced with Group Benefits knowledge with 1-5 years experience preferred
- Must have means to travel in Lower Mainland, and willing to travel around B.C. as required
- Exceptional at building new relationships and able to connect easily in person or over the phone/video
- 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 in a high-profile organization
- Group Benefits industry experience
- Experience with a Third-Party Administration ("TPA") organization an asset
- Retirement solutions knowledge an asset

Rewards

- We offer a competitive base salary and commission package, a comprehensive benefits package, an employee wellness program, matching RRSP contributions, and we encourage professional development and pursuing learning opportunities as part of your personal and professional growth.

How to Apply

Apply through the job post on [indeed.com](https://www.indeed.com), or submit your resume and cover letter to Jenny Ma, Office Manager, at hr@icbabenefits.ca.