

## Business Development Manager School of Continuing Education Full-Time Position Available

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

An eligibility list may be created for similar casual, part-time, full-time, and term positions

*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.*

### Duties:

Reporting to the Dean of the School of Continuing Education, the Business Development Manager will be responsible for the achievement of outcomes that support RRC goals by providing leadership and innovation in the development and delivery of training solutions for national and international business, industry and government within the assigned territory.

The Business Development Manager will develop an annual sales and marketing plan that defines an action plan to achieve revenue and profit targets for an assigned territory. The manager will develop and present proposals, the lead project delivery team, and manage the client relationship.

### Required Qualifications:

- A Bachelor's degree in Business, Information Technology or Engineering. Other combinations of education and experience may be considered
- Significant sales experience
- Considerable experience with human resource management
- Significant experience managing all financial matters including budget, variance analysis and cost-benefit analysis
- Strong working knowledge of account planning including business development
- Strong influencing and negotiating skills
- Excellent presentation skills
- Excellent verbal and written communication skills
- Strong interpersonal skills
- Exceptional organizational skills
- Self-starter who is innovative and collaborative
- Excellent critical thinking and problem-solving skills
- Knowledge and experience with the Microsoft Office Suite (Excel, Word, Outlook, Power Point)
- Values Diversity, Equity, and Inclusion
- Commitment to lifelong learning

### Assets:

- Formal training in consultative selling methodologies
- Experience with Customer Relationship Management System (CRM)

### Conditions of Employment:

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

*We seek diversity in our workplace. Aboriginal persons, women, visible minorities and individuals with disabilities are encouraged to apply.*

Competition Number: 2018-100  
Closing Date: August 3, 2018  
Salary Range: \$75,558 - \$103,379 per annum

Apply to Red River College by email: [humanresources@rrc.ca](mailto:humanresources@rrc.ca)

We thank all applicants for their interest, but only those selected for an interview will be contacted. Red River College provides accommodations to applicants with disabilities throughout the hiring process. If an applicant requires accommodation during the application or interview process, Human Resource Services will work with the applicant to meet accommodation needs.

For more information and other employment opportunities, visit [blogs.rrc.ca/hr](http://blogs.rrc.ca/hr)  
2055 Notre Dame Ave., Winnipeg, Manitoba R3H0J9

