



The **Business Development Leader** is responsible for the overall growth of our Professional Services programs by owning the strategies that drive business results.

Agilec's Professional Services offer flexible, cost-effective products and services that help individuals and organizations prepare for and thrive through industry and market changes. Our Outplacement and Career Transition Services provide people with the tools and resources needed to take the next step in their career. We also have a catalogue of Training offerings geared towards the demands and challenges of today's workplace.

We are a values-based, service-focused organization whose mission is to help people and organizations develop their potential.

<https://agilec.ca/professional-services>

As a member of the team, you can expect to:

- Drive and evaluate sales efforts of the Professional Services team
- Provide leadership to team members including opportunities for coaching and development to maximize work output and quality
- Oversee project completion timelines, monitor project costs, and ensure customer needs are met
- Identify and bring forward new business opportunities and market the Professional Services plan
- Ensure individual and team action plans are consistent with the strategic priorities of the organization
- Create a sales prospecting plan and manage outcomes
- Maintain extensive knowledge of current market conditions, including market analysis, with the ability to identify trends to increase sales and profit
- Create, manage, and evaluate return on investment for all areas of the Professional Services operational budget





What we're looking for in a new team member:

- Completed undergraduate degree in Business, Marketing, or related field from a recognized Canadian Institute or its equivalent (MBA an asset)
- Minimum five years of experience in leadership, budgeting, sales management, marketing, and commerce; USA and International experience an asset
- Creative thinking and ability to approach things differently
- Comfortable speaking in front of large groups
- Team spirit, work well within a small, high-performing team to build relationships
- Flexibility to adapt to changing requirements
- Tenacity to get things done in a complex, cross-functional global environment

Job Details:

Status: Full-Time, Permanent

Travel: Occasional

Salary: Commensurate with experience

Location Address: Agilec Corporate Head Office, 419 King Street W., Suite 3560, Oshawa

How To Apply: Please email your application including cover letter and resume to the attention of Human Resources at jobs@agilec.ca.

Important: specify **BDL – “Your last name” - CHO** in the subject line

Closing Date: September 20, 2021

Agilec welcomes and encourages applications from people with disabilities. We accommodate disabilities during the selection process.

We thank you for your interest, but only candidates selected for an interview will be contacted.

www.agilec.ca



419 King Street West, Suite 3560, Oshawa, ON L1J 2K5
905-443-0477 • 1-800-361-4642 • F: 905-443-0483
www.agilec.ca