
As the Canadian Division of Stewart, one of the largest title insurers in the world, we provide residential and commercial title insurance, while offering comprehensive service, deep expertise and solutions to help our customers close their real estate transactions with peace of mind.

Job Description:

Stewart Title is recruiting for Business Development Managers at our Calgary & Edmonton locations. Stewart's Business Development ("BD") Manager is responsible for growing Stewart's residential and commercial customer base while supporting its existing client base. This opportunity is ideally suited for individuals practicing Real Estate law or with equivalent business development experience in either title insurance, mortgage lending, or legal products. Real Estate lawyers, Paralegals and/or Sr. Conveyancers are encouraged to apply.

Responsibilities:

- Identifying residential and commercial title insurance opportunities and increasing Stewart's market share and revenue
- Expanding Stewart's relationships with national & regional law firms
- Supporting the use of title insurance by residential and commercial real estate lawyers, lending institutions, borrowers, and builders/developers
- Managing day-to-day needs of a valuable client base, including responding to client inquiries and file matters
- Providing quotes to clients on title insurance policies
- Identifying regionally specific opportunities for new coverage and services
- Responding to requests from underwriting on matters pertaining to local real estate law, risk and procedure
- Assisting in setting residential and commercial strategy, planning, generating new product ideas, new initiatives, and work to achieve overall established goals
- Organizing and scheduling client visits/contacts
- Recording BD activities in Stewart's internal software tool
- Reporting on BD activities on a weekly and monthly basis
- Creating and managing specified sales targets and goals
- Becoming a subject matter expert and champion for new Stewart products
- Scheduling and conducting presentations to firms outlining the value of residential and commercial title insurance
- Promoting, educating, and training clients on Stewart products and new initiatives
- Liaising with internal departments to escalate BD issues (i.e., underwriting, claims, finance, support)
- Liaising with the Events and Communications departments concerning initiatives that affect residential and commercial BD, where requested
- Soliciting opportunities to participate on industry related boards, where requested
- Providing market review, analysis, and feedback
- Keeping informed of industry news and on issues that affect the real estate market
- Keeping informed of competitor information (e.g., pricing, coverage) and providing market intelligence updates to VP, Business Development - Western Canada
- Assisting with internal and external training initiatives
- Supporting other BD reps on the team with introductions, meetings, and presentations
- Assisting with out-of-region events and peer functions
- Developing content, prepare, write papers, articles, and speak on the topic of title insurance at events/ opportunities as they arise, including external invitations from any number of industry groups, law societies, CBA, universities, trade magazines, conferences, trade shows
- Initiating and hosting client functions and events
- Drafting, creating, and delivering industry content via technology enabled platforms
- Organizing and attending Stewart client events, lecture series, presentations
- Attending industry trade shows and conferences, as required
- Identifying media opportunities locally to promote consumer education and awareness of title insurance

Qualifications

- Minimum of 3-5 years' experience practicing real estate law in private practice or equivalent business development experience in either title insurance, mortgage lending, insurance, or legal products. Real estate lawyers, paralegals and/or sr. conveyancers are encouraged to apply.
- Knowledge of both Residential and Commercial real estate law
- Maintaining membership in good standing with a law society, if applicable
- Valid and in good standing driver's license
- Willing to travel for various amounts of time
- Ability to work from home or in the field
- Excellent verbal and written communication skills
- Excellent organizational and scheduling skills
- Excellent problem-solving capabilities and the ability to troubleshoot
- Professional sales approach and the ability to build relationships
- Have working knowledge of Microsoft Word, Teams, Excel, Outlook, and PowerPoint
- Background knowledge of title insurance is an asset

To pursue this opportunity please apply using our Company Job Portal.:

- [Click here for the Calgary Location](#)
- [Click here for the Edmonton Location](#)

Stewart Title is committed to accommodating people with disabilities. If you require accommodation during any aspect of the application process, please let us know. We can be reached by:

- Email (INTLresumes@stewart.com)
- Telephone: (416) 307-3300 (please ask to speak to a Human Resources representative)
- Mail: 200 Bay Street, North Tower, Suite 2600, Toronto, ON M5J 2J2
- Fax: (416) 981-7214

Privacy:

Your privacy is important to us. We consider and define Personal Information as any data relating to an individual, whether it relates to his or her private, professional or public life. It can be anything from a name, a photo, an email address, bank details or posts on social media. We only collect, store, use and disclose Personal Information from prospective and current employees for legitimate employment, legal, and business purposes. You can learn more about how we handle and process your personal information in relation to our recruitment process by making a request to our Human Resources department.

Thank you to all applicants for your interest. Please note, only those that are under consideration will be contacted.

Posted: Feb. 2024