



Business Development Manager

Location: Calgary, AB

Status: Permanent full-time

Viewpoint Medical is a nationally recognized provider of third party medical assessments in Canada. In its 30 plus years of being in business, the company has become the industry leader in the provision of customizable and highly customer centric, service delivery standards. Our valued clients include numerous large insurance companies, personal injury law firms and several highly recognizable corporations. Our industry-leading medical referral, management system, extensive roster of highly qualified and experienced assessors and the way in which the company values all of its employees, are the cornerstones for the company's continued success. Viewpoint Medical welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process. Viewpoint Medical strongly promotes equal employment opportunities for all job applicants, including those self-identifying as a member of the following groups: Indigenous peoples, Newcomers to Canada, and Visible minorities.

Viewpoint Medical offers base salaries that exceed industry norms, offers enticing bonus plans and employee benefits packages. In this role, the successful candidate will also be provided with a well-equipped cell phone and a laptop computer for business related use.

We are currently seeking a dynamic **Business Development Manager** to be responsible for managing relationships with existing clients while working diligently to onboard new clients. Viewpoint Medical is in the "people business" and the successful candidate must display superior interpersonal skills, as the job requires a frequent need for face-to-face interactions with clients and the company's roster of medical professionals. While training and mentoring will be provided as part of the onboarding process, the successful candidate will be a well organized, self-starter, one that is driven to succeed while competing for business in a very mature and highly competitive sales market. This is not an inside sales role and the successful applicant will be required at times to work outside traditional, daily work hours.

Key areas of responsibilities will include:

- Maintaining and growing the book of business with key customers
- Arranging meetings with existing and potential new clients to sell company services
- Meetings and discussions with clients to help troubleshoot service delivery issues
- Regularly attend business related social events in an effort to establish strong customer relationships
- Administration and organization of business development activities
- Assessment of new potential partnerships, markets, and competitors
- Assist in the preparation and distribution of marketing materials
- Traveling to meet customers and medical assessors throughout Alberta as needed – regularly scheduled trips to Edmonton are required

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Preferred qualifications & experience:

- Diploma in Business or Marketing are preferred but not mandatory.
- Experience in the medical, insurance or legal industry are considered strong assets.
- Excellent interpersonal and relationship-building skills are a vital component.
- Professional demeanour and exceptional verbal and written communication skills are required.
- Strong understanding of time management & the ability to prioritize.
- Driven and self-motivated, tenacious and resilient. Strong desire to meet and/or exceed expectations.
- Strong organizational skills with the ability to multi-task and problem solve in the moment.
- Effective at adapting to tight deadlines and changes in priorities.
- Valid AB driver's license and working vehicle.
- Ability to travel as per business needs.

Apply today!

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For more information regarding Viewpoint Medical we invite you to visit us at our website www.vp-group.ca .