



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/04/19

Business Development Manager

Job ID	9A-27-EA-B0-84-BF	
Web Address	https://careers.indigenous.link/viewjob?jobname=9A-27-EA-B0-84-BF	
Company	Red River College	
Location	Winnipeg, Manitoba	
Date Posted	From: 2019-11-28	To: 2019-12-12
Job	Type: Full-time	Category: Education
Languages	English	

Description

Business Development Manager

School of Indigenous Education

Position Location: Notre Dame Campus (Winnipeg, MB)

Full-Time Position Available

Anticipated As soon as possible up to March 31, 2020

Possibility of an Extension

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 Chair of the School of Indigenous Education or the Executive Director of Indigenous Strategies the Business Development Manager is responsible for the overall satisfaction for existing partnerships in the School of Indigenous Education and for creating new partnerships.

This role will be responsible for generating revenue through proposal writing, funding applications and establishing and managing contracts. The Business Development Manager acts as an ambassador for the School of Indigenous Education and the College to First Nations, Metis, and Inuit communitiesâ€™™ and Industries. The Business Development Manager will maintain existing clients and generates new clients through prospecting and building relationships. They will defines the scope of the work/partnership, establishes the budget & schedule, assigns resources and then monitors and controls the project until its successful closure.

REQUIRED QUALIFICATIONS

- Diploma in business, management or accounting. Equivalent combinations of education and experience may be considered
- Experience in account planning including business development
- Exceptional influencing and negotiating skills
- Experience with successfully building and managing client relationships
- Excellent verbal and written communication skills
- Excellent presentation skill

- Exceptional organizational skills
- Demonstrated 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

ASSET QUALIFICATIONS

- Bachelor Degree in a related area.
- Experience with human resource management

CONDITIONS OF EMPLOYMENT

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

How to Apply

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

Apply to Red River College by email: humanresources@rrc.ca

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

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

Competition #: 2019-293

Closing Date: December 12, 2019

Salary: \$62,924 - 86,092 per annum

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 selection process, Human Resource Services will work with the applicant to meet the accommodation needs.

For more information and other employment opportunities, visit www.rrc.ca/hr

2055 Notre Dame Ave, Winnipeg, Manitoba, Canada R3H0J9