United Way of Calgary and Area is looking for a Manager, Business Development to join our dynamic Resource Development team. This role will report to the VP, Philanthropy, and Operations. This professional will generate new sales leads, negotiate partnerships, and forecast new revenue, all to support helping UWCA maximize our net revenues through partnership expansion. If you are passionate about your community, aspire to make an impact, thrive in a fast-paced environment, and want to make a difference, then we’re looking for you!

What you will do

- Executing on the entire sales and service cycle from lead generation through to closure.
- Managing the year-round Account Mapping prospect process.
- Building the relationship until the client adopts a full workplace campaign or other formal partnership.
- Accelerating and achieving sales goals and acquiring new clients that are seeking to strengthen and expand their Corporate Social Responsibility programs.
- Administering a consultative sales approach and managing the sales process to develop prospects and cultivate relationships.
- Actively developing strategies and tactics to expand the reach and quality of our product and service offerings.
- Identifying, analyzing, and interpreting trends or patterns in the marketplace.
- Developing a repertoire of customer testimonials and success stories.
- Head a volunteer team to utilize their networks in supporting prospecting efforts.
- Training stakeholders in selling techniques to enable a team effort in prospecting.
- Providing stakeholder reporting and updates.

What you will bring

Experience:

- Bachelor’s degree or equivalent combination of training and experience.
- 3+ years of consultative sales or account management experience.

Attributes:

- Account planning and execution skills with a demonstrated ability to drive and close sales.
- Proven ability to take initiative and carry projects to completion.
- Understanding of corporate engagement and social responsibility programs.
- Strong presentation skills.
- Ability to meet deadlines under pressure and adapt to a rapidly changing environment.
- Professional demeanor and exceptional interpersonal skills that allow you to work with all levels within an organization.
- Excellent organizational and coordination skills including managing deliverables to meet deadlines in a fast-paced, collaborative team environment.
- Superior interpersonal and communication skills, both written and verbal.
- Volunteer management experience to ensure a meaningful and productive relationship.
- Strong MS Office Suite skills.

United, we make the biggest difference

United Way is a not-for-profit organization that has played a vital role in our community for over 80 years. As a social impact organization, our mission is clear: we mobilize communities for the common purpose of working together to create lasting social change.
In addition to meaningful work where you can have an impact, United Way also offers a comprehensive compensation and benefits package, a hybrid work environment, and flexible working hours.

**Our Commitment to an Inclusive Culture**
We are committed to creating an inclusive culture where everyone feels valued and respected, and that reflects the diverse community we serve. We welcome applications from all qualified candidates and encourage candidates with diverse backgrounds, experiences, styles, and abilities to apply. If you require accommodation at any stage of the hiring process, please let us know.

**Our Commitment to Health and Safety**
At United Way, we are committed to protecting our team, our clients, and the community we serve by providing a safe and healthy workplace. Accordingly, successful candidates will be required to be fully vaccinated against COVID-19 as a condition of employment by their start date or provide written proof of an approved exemption in accordance with Alberta Human Rights legislation.

**To Apply**
Send cover letter with salary expectations, and resume (PDF) by 4 pm May 27, 2022, to hr@calgaryunitedway.org. Subject Line: title – Manager, Business Development.

To learn more about the United Way of Calgary and the Area, please visit our website at www.calgaryunitedway.org.

We thank all applicants for their interest and effort in applying for this position, however, only those being considered will be contacted.