

Business Development Manager

LowestRates.ca is passionate about personal finance. A simple belief drives our team: that Canadians deserve to have choice when they make financial decisions. Our website offers that choice by providing consumers the ability to quickly and easily compare financial products like insurance, mortgages, credit cards and loans.

LowestRates.ca is a Toronto-based financial technology company that was founded in 2012 and is part of the MaRS FinTech cluster. We've received numerous awards and media features for our work in the FinTech space. We were recently ranked as the 11th fastest growing company in Canada in 2018 on Canadian Businesses' Growth 500 list and we were ranked 9th on Deloitte's Technology Fast 50 list in 2018 as well. We have also made PROFIT Magazine's Startup 50 list twice and our CEO was recognized by EY as one of Ontario's top entrepreneurs.

We're looking for self-starters who thrive in a fast-paced environment. This is an exciting full-time opportunity at our office in the heart of Toronto at Yonge and Davisville.

Job Summary

In this position, the Business Development Manager – Home & Auto Insurance Division, you will be responsible for acquiring new partners and working with existing home & auto insurance accounts.

This is a position that comes with a great deal of responsibility in an exciting and fast paced environment. It requires a self starter who is not afraid to cold call, attend events, and build strong relationships with current and future customers, industry members and suppliers. You will be a public face representing our company and brand within the industry and connect with C level executives. Attention to detail and communication skills, both verbal and written, are crucial. You will be contributing to the growth of one of Canada's fastest growing companies.

The Successful Candidate Will Have

- *A growth mindset* – you are humble and open, willing to shadow peers and put in the time it takes learn how to succeed
- *Integrity* – people respect and trust you, because your words and actions are consistently aligned
- *Drive* – you are a self-starter with a hunger to deliver results
- *Outgoing & Trustworthy* - you consider what's best for others first, allowing you to build long lasting, fruitful relationships

Required Qualifications

- 3+ years P&C insurance industry experience preferred
- 3+ business development experience
- Solid understanding of common presentation and administration software
- Willingness to travel throughout Ontario, and occasionally to other Provinces
- Attendance to events may require overnight stays

LowestRates.ca

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What's In It For You?

- Very competitive compensation – salary plus performance-based bonus
- Growth opportunities
- Health and wellness programs
- State-of-the-art systems and tools
- Collaborative work environment

If you think you have what it takes to be successful in this role, please send your resume in confidence to careers@lowestrates.ca. We thank all applicants, but only those candidates meeting the job requirements will be contacted.