

PERMANENT POSITION POSTING JOB DESCRIPTION

Job title	: Business Development Manager, Travel insurance
Title of immediate manager	: Vice président, Travel insurance
Immediate manager	: Martin Houde Bergeron

ROLE SUMMARY

The Business Development Manager for travel insurance actively contributes to the growth and diversification of business outside Quebec, by strategically positioning the company on a pan-Canadian scale. His or her role is to strengthen our presence with advisors, general agents and inter-company partners, while promoting Humania's travel insurance products and cross-selling solutions.

In addition to establishing and developing key partnerships to help optimize claims management and pricing competitiveness, the Director plays a market analysis role. Using sales and performance data, he or she identifies growth markets, targets growth opportunities and supports strategic sales orientations. His or her proactive approach, consulting expertise and ability to build lasting relationships will make the Business Development Manager an essential lever in our national development.

KEY RESPONSIBILITIES

- Develop business across Canada by building strong relationships with advisors, general agents and inter-company partners.
- Promote Humania's travel insurance offering and related products, notably through cross-selling.
- Support the diversification of activities outside Quebec and increase the organization's presence in new markets.
- Identify and conclude national and international partnerships to optimize claims management and maintain rate competitiveness.
- Analyze market data to identify growth opportunities and support strategic orientations.
- Provide quality consulting services to distributors and act as a resource person for partners.

REQUIRED PROFILE

- Post-secondary degree in administration, marketing, finance, insurance or related field.
- Minimum of 5 years' experience in business development, sales or representation, ideally in the insurance or financial services sector.
- In-depth knowledge of travel insurance, individual or group insurance products a strong asset.
- Experience in managing business partnerships, including pan-Canadian and/or international stakeholders.
- Bilingualism French/English required (spoken and written). You will have to communicate with English-speaking customers and partners as part of your duties.
- Proficiency in technological tools (Office Suite, CRM, data analysis platforms).
- Strong data analysis skills (e.g. sales, markets, performance) to guide growth strategies.
- Excellent communication, negotiation and interpersonal skills.
- Ability to work independently, prioritize and manage several files simultaneously.
- Availability for occasional travel within Canada and internationally.
- Strong initiative and ability to seize opportunities in a changing environment.
- Ability to build and maintain relationships of trust with a variety of partners, with tact and professionalism.
- Analytical mindset combined with a solution- and results-oriented approach.

OVERVIEW OF BENEFITS

- Group insurance: health, dental, vision and life
- Participation in a group RRSP with employer contribution after 1 year
- Employee Assistance Program
- 3 weeks vacation upon hiring
- Flexible working hours

Interested in this role? Send your application to Katia Plourde, Talent Attraction Advisor, at ressources.humaines@humania.ca.