



A SUBSIDIARY OF:



A subsidiary of Health Association Nova Scotia (HANS), *igility* provides services to drive business efficiency. Through our cloud-based shared financial services, financial advisory services, executive search services, safe patient handling solutions, business advisory services and extended benefits administration, we help organizations streamline their processes, so they can focus on their core purpose and focus on what matters most.

CLIENT RELATIONSHIP MANAGER – FULL TIME PERMANENT

DUTIES:

The Client Relationship Manager is an influential leader and key member of the *igility* team. The Client Relationship Manager will work with senior management to market *igility* and HANS services by leading the strategic direction of business development objectives to successfully achieve our growth strategy. The successful incumbent will be responsible to develop partnerships with clients, conduct market research, develop business strategies, build client relationships, identify new business opportunities, lead major proposal development, evaluate opportunities, and develop protocols and processes. The key to success in this position is the development and maintenance of trusted relationships with our members and clients. The ideal candidate will have the ability to educate our members and clients on our complete portfolio of services and assist them in achieving their needed requirements with a primary focus on Financial Services. The Client Relationship Manager will report to the President/CEO of Health Association Nova Scotia and *igility*.

QUALIFICATIONS:

The successful candidate will be an experienced client relationship professional with at least 3 years of demonstrated client management and business development experience. You will have a post-secondary education in a business-related field preferably combined with an MBA. Health Care experience would be considered an asset. A solid understanding of client relationship principles is a necessity. Demonstrated business development experience including, developing pricing strategies with the ability to recommend alternative pricing options to successfully obtain new business and projects; excellent research skills with experience analyzing and developing strategies for new business opportunities. Experience with financial software applications such as Hub Doc, Approval Max, Xero and ADP would be considered an asset.

You will be personally driven, with a passion for client service and business success with the ability to establish trusting relationships with both internal and external partners.

SALARY:

We offer a competitive salary and benefit package.

TO APPLY: Please send cover letter and resume to careers@healthassociation.ns.ca.
Deadline for applications is **November 14, 2019**

We thank all who apply; however, only those selected for interviews will be contacted.