

We are the Canadian Division of Stewart Title Guaranty Company, a leading provider of residential and commercial title insurance. As one of the largest title insurers in the world, Stewart Title specializes in providing our clients with exceptional service, deep expertise, and innovative solutions to help close their real estate transactions with peace of mind.

Job Description

Based in **Halifax / Atlantic Canada / Nova Scotia**, Stewart's Commercial Business Development Manager is responsible for representing our organization, growing our product lines, and overseeing the day-to-day needs of our Atlantic Canada client base. This opportunity is ideally suited for individuals practicing Real Estate law or with equivalent Business Development experience in either title insurance, mortgage lending, insurance, or legal products. Real Estate lawyers and/or Sr. Conveyancers are encouraged to apply.

Responsibilities

- Supporting the use of Title Insurance to commercial real estate lawyers and lending institutions
- Managing day-to-day needs of a valuable client base
- Responding to client inquiries and file matters
- Identifying regionally specific opportunities for new coverage and services
- Organizing, scheduling, and recording client visits/contacts
- Creating and managing specified sales targets and goals
- Consultative solutions selling and prospecting
- Speaking engagements at universities, colleges, and conferences
- Promoting, educating, and training clients on Stewart Title programs and new initiatives
- Providing market review, analysis, and feedback
- Keeping informed of industry news and information
- Assisting with internal and external training initiatives
- Assisting with out of region events and peer functions
- Attending industry trade shows, presentations, and conferences
- Initiating and hosting client functions and events
- Drafting, creating, and delivering industry content via technology enabled platforms

Qualifications

- Minimum of 3-5 years' experience practicing real estate law in private practice or equivalent business development experience in either title insurance, mortgage lending, insurance, or legal products. Real estate lawyers and/or sr. conveyancers are encouraged to apply.
- Knowledge of Commercial real estate law in the Atlantic provinces
- Valid and in good standing driver's license
- Willing to travel for various amounts of time
- Ability to work from home or in the field
- Excellent verbal and written communication skills
- Excellent organizational and scheduling skills
- Excellent problem-solving capabilities and the ability to troubleshoot
- Professional sales approach and the ability to build relationships
- Have working knowledge of Microsoft Word, Teams, Excel, Outlook, and PowerPoint
- Background knowledge of title insurance is an asset
- Knowledge of conveyancing software applications including TELUS Assyst Real Estate, Unity or RealtiWeb and NextSTEPS an asset

To pursue this opportunity please forward your cover letter and resume to the HR Department via email (INTLresumes@stewart.com) or alternatively via fax [416.981.7214](tel:416.981.7214). Please make sure you include the position you are applying for and salary expectations in the cover letter.

Stewart Title is committed to accommodating persons with disabilities. If you require accommodation during any aspect of the application process, please let us know. We can be reached by:

- Email (INTLresumes@stewart.com)
- Telephone: 416.307.3300 (please ask to speak to a Human Resources representative)
- Mail: 200 Bay Street, North Tower, Suite 2600, Toronto, ON M5J 2J2
- Fax: 416.981.7214

Privacy

Your privacy is important to us. We consider and define Personal Information as any data relating to an individual, whether it relates to his or her private, professional or public life. It can be anything from a name, a photo, an email address, bank details or posts on social media. We only collect, store, use and disclose Personal Information from prospective and current employees for legitimate employment, legal, and business purposes. You can learn more about how we handle and process your personal information in relation to our recruitment process by making a request to our Human Resources department.

Thank you to all applicants for your interest. Please note, only those that are under consideration will be contacted.

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