

**BUSINESS**  
DEVELOPMENT MANAGER

# Achieve your career goals with Pathway

*Are you ready to take your career to the next level?*

## ABOUT PATHWAY

Pathway (pathwayport.com) helps small and mid-size insurance brokerages attract new customers and build loyalty with existing policyholders by leveraging the power of a robust automated insurance communication platform. The Toronto-based software provider offers one of the industry's most affordable solutions without skimping on the features necessary to achieve customer retention and growth.

## RESPONSIBILITIES

Your primary role as our Business Development Manager is to prospect for new clients by cold calling and following up with emails in order to generate interest for an online demo and then closing the sale.

You will also be required to grow and retain existing accounts by presenting new solutions and services to them from time to time.

This position will require you to learn about the insurance market, the software based solutions Pathway can provide, and our competitors.

- Prospect for potential new clients and turn this into increased business
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Track and record activity on accounts and help to close deals to meet these targets.

## ADVANTAGES

- Flexible working hours
- Option to work from home
- **1,000 Euro base salary** + commission
- \* Commission 1,600 - 3,000 Euro/mth



TORONTO | SUBOTICA | BELGRADE

PATHWAYPORT.COM



**pathway**