

stewart title®

Stewart Title Guaranty Company is a leader in the Canadian title insurance industry and is headquartered in Toronto with offices located from coast-to-coast. Best known for its innovative technology systems that enhance the real estate closing process, Stewart Title helps lawyers increase efficiency and decrease costs by offering value-added title insurance products for residential and commercial properties.

At Stewart Title, our motto is *magnificent service by inspired professionals*. We offer a challenging and team-oriented environment, as well as a competitive salary and complete benefit package.

We are currently recruiting for a **Counsel - Commercial Business Development Manager** in Alberta who will be responsible for:

- Setting up meetings and promoting the use of Stewart Title and commercial title insurance to commercial law firms, real estate offices and lenders
- Building strong relationships with clients.
- Identifying new business opportunities and prospects and acting on them
- Managing day-to-day needs of clients and responding to customer inquiries and issues
- Joint presentations with local BD representatives
- Providing regular review, analysis and feedback regarding strategy for commercial business development
- Keeping informed of industry news and information and sharing any updates with management
- Assisting with internal and external training initiatives
- Assisting with region events and peer functions
- Attending client functions
- Attending industry trade shows, presentations, and conferences
- Providing ongoing information and reports to management as required
- Other duties as assigned or required

Skills & Requirements:

- Valid driver's license in good standing
- Minimum of 3 years' experience working as a real estate lawyer
- Knowledge of title insurance
- Pre-existing lender, law firm and/or commercial real estate industry relationships are an asset
- Willing to travel for various amounts of time throughout Western Canada and elsewhere as needed
- 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
- Working knowledge of Microsoft Word, Excel, Outlook, and PowerPoint

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. 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, Suite #2600, Toronto, ON M5J 2J2

stewart title®

- 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.