



Job Posting

Position: Community Outreach/Business Development Manager

Location: Bayshore Home Health

Greenhouse Recruitment is assisting Bayshore Home Health in the search for outgoing, customer-focused individuals to fill a number of positions across Canada. The role of Community Outreach & Business Development Manager is a new role to the organization. This dynamic position is accountable for the growth of private pay home care services within an assigned geographical area. This position reports to the Area Director and is a member of the branch Team. The ideal candidate should have excellent networking and relationship-building skills, combined with superior customer service capabilities and customer selling skills.

Key Responsibilities Include:

- Build and nurture relationships with referral sources, families and clients within a defined geography to achieve growth targets
- Conduct initial client/caregiver introductions for each new client and inquiry
- Follow-up visits to clients and referral sources on a monthly basis
- Plan and host formal and informal caregiver support groups within a defined geography, as part of a strategic community outreach plan
- Promote Bayshore Home Health through participation in local healthcare or business committees as well as community events
- Assess or arrange for the initial consult with clients and families requiring licensed and unlicensed care and service

Other Skills and Requirements:

- Exceptional interpersonal skills and ability to handle difficult situations in an objective consistent format; ability to work independently and effectively lead a team; above average report writing and communication skills; valid driver's license and personal vehicle.

To apply for this position, please indicate the geographical area in which you are interested in working: City, Region and Province

(No telephone calls please). E-mail your resume to:
careers@greenhouserecruitment.ca