



Job Posting

Position: Community Outreach/Business Development
Location: Bayshore Home Health-Locations Across Canada

Greenhouse is recruiting Community Outreach/Business Development professionals for Bayshore Home Health locations across Canada. This dynamic position is accountable for client base growth, delivery of service to clients and families and relationship-building with key referral sources.

Key role 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 for 30% of clients each month
- Plan and host formal and informal caregiver support groups within a defined geography
- 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 Abilities

- 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; solid knowledge of the principles, practices, and methods of customer service, care management as well as program development, implementation and evaluation.

To apply for this position please e-mail your resume to careers@greenhouserecruitment.ca