

JOIN OUR  
**TEAM**



# WE'RE HIRING!

## Business Development Manager, Western Region

### About Deposit Rocket

#### Who We Are

- We are a talented and driven InsurTech company obsessed with making the purchase of your home quicker and easier.
- Deposit Rocket Inc. is underwritten by the Northbridge General Insurance Corporation rated "A" (excellent) by A.M. Best, "A-" (strong) by S&P, and "A" (good) by DBRS.

#### Our Mission

- We make it quicker and easier to buy your dream home.

#### Vision

- To be the solution of choice for agents and their customers.

#### Values

- Focus on one thing and do it really really well
- Platinum Rule: Treat others as they want to be treated
- To give back to the community often and in meaningful ways

### About the Position:

Deposit Rocket team is growing! We are looking for a highly enthusiastic and energetic personality with at least 3 years of experience in business development in the Real Estate or Mortgage Industry. Candidate with an excellent track record and vast Industry contacts. The Business Development Manager will drive sales by developing new real estate and mortgage broker networks to refer Deposit Rocket to Canadian home buyers.

## Business Development Manager, cont'd

### Key Responsibilities:

- Work directly with VP – Business Development to formulate a cohesive strategy relating to Broker Engagement and Broker Programs.
- Day to day development and implementation of Broker Engagement projects and key initiatives, from original concept through to final implementation.
- Responsible for increasing various stakeholders registration on the Deposit Rocket platform.
- Responsible for driving other engagement projects with Builders, Regional associations, etc.,
- Prepare written proposals, strategic sales plan, growth initiatives, forecasting, pipeline management, creative/innovative marketing programs, social media, etc.
- Attend meetings with potential clients and referral partners
- Respond and generate new leads, appointments and referrals through day to day new business activity.
- Determine & deliver on KPIs.
- Accurately build, manage and maintain your sales pipeline in CRM to drive desired growth.
- Drive strong cross-functional cooperation between Sales & Marketing.

### Required Qualifications and Skills:

The ideal candidate will be based out of the Greater Vancouver Area. To be successful in this role, you will need:

- A “can do” and positive attitude.
- Excellent communication skills.
- Strong work ethic and ability to work independently.
- Target driven and total focus on achieving targets and helping grow business.
- Bachelor’s degree and proficiency in MS office.
- Knowledge of the Real Estate / Mortgage Industry is essential.

This role will work primarily out of a remote home office with occasional travel required to brokers and head office as needed. The BDM must always possess a valid driver’s license.

## Business Development Manager, cont'd

### Compensation and Benefits:

Salary based on experience plus bonus.

Medical & Dental Benefits after 3 months.

Vacation and Paid Time Off.

By applying to this position you are confirming you possess either a Canadian citizenship, permanent resident status or work permit.

### Reference:

[depositrocket.ca](http://depositrocket.ca)

### Apply Now:

Email your cover letter and resume to [join@depositrocket.ca](mailto:join@depositrocket.ca)

You will receive an email back with further instructions to proceed to the next stage of the hiring process.

# Our Points of Culture

## 1. COMMITMENT

I give myself and everything I commit to 100% until I succeed. I am committed to the Vision, Mission, Culture and success of the company, my teammates, and our clients at all times.

## 2. OWNERSHIP

I am truly responsible for my actions and outcomes and own everything that takes place in my work life and my personal life. I am accountable for my results and I know that for things to change, first I must change.

## 3. INTEGRITY

I always speak the truth. I only ever make agreements with myself and others that I am willing and intend to keep. I communicate potential conflicts at the first opportunity and I clear up all miscommunication and misunderstandings immediately.

## 4. EXCELLENCE

Good enough isn't enough. I always deliver products and services of exceptional quality that add value to all involved for the long term. I stay on a path of constant and never ending growth, improvement, and innovation.

## 5. COMMUNICATION

I speak positively of my team members, my clients and the company in both public and private. I speak with good purpose using empowering and positive conversation. I never use or listen to gossip. I acknowledge what is being said as true for the speaker at that moment and I take responsibility for responses to my communication. I only ever discuss concerns in private with the person involved. I understand the importance of human connection in the midst of all the technology, such as attending all Zoom meetings on camera, so that others know they have my attention.

## 6. SUCCESS

I totally focus my thoughts, energy and attention on the successful outcome of whatever I am doing. I am willing to win and allow others to win: Win/Win. At all times, I display my inner pride, prosperity, competence and personal confidence. I am a successful person.

## 7. EDUCATION

I consistently learn, grow and master so that I can help my team members learn, grow and master as well. I learn from my mistakes. I am an educator and allow my team to make their own intelligent decisions about their future remembering that it is their future. I impart practical and usable knowledge rather than just theory.

## 8. TEAMWORK

I am a team player and a team leader. I do whatever it takes to stay together and achieve team goals. I focus on co-operation and always come to a resolution, not a compromise. I am flexible in my work and able to change if what I'm doing is not working. I ask for help when I need it and I am compassionate to others who ask me. I commit to attending all meetings punctually.

## 9. BALANCE

I have a balanced approach to life. While remembering that my spiritual, social, physical and family aspects are just as important as my financial and intellectual. I complete my work and my most important tasks first, so I can have quality time to myself, with my family and also to renew.

## 10. FUN

I view my life as a journey to be enjoyed and appreciated. I create an atmosphere of fun and happiness so all around me enjoy it as well.

## 11. SYSTEMS

I always look to the system for a solution. If a challenge arises I use a system correction before I look for a people correction. I use a system solution in my innovation rather than a people solution. I follow the system exactly until a new system is introduced. I suggest system improvements at my first opportunity. In the absence of a system, I work with others to create one. All systems are supported by an in depth standard operating procedure (SOP).

## 12. CONSISTENCY

I am consistent in my actions so my clients, stakeholders, and teammates can feel comfortable in dealing with me at all times. I am disciplined in my work so my results, growth and success are consistent.

## 13. GRATITUDE

I am a truly grateful person. I say thank you and show appreciation often and in many ways, so that all around me know how much I appreciate everything and everyone I have in my life. I celebrate my wins and the wins of my team. I consistently catch myself and other people doing things right.

## 14. ABUNDANCE

I have an abundance mentality. I deserve my abundance and I am easily able to both give and receive it. I allow abundance in all areas of my life by respecting my own self worth and that of all others. I am rewarded to the level that I create abundance for myself and others. I accept that abundance only shows up in my life to the level at which I show up.