

 RentalDepositsNow

JOIN OUR
TEAM



We're Hiring!

Sales Leader to Sizable Canadian Landlords

About Miller Company

Experts

We are built by Industry Leaders with vast experience with program carriers, administration, and affinity partnerships - our relationships set us apart.

Award-Winning Innovation

Constant and never ending innovation is one of our key core values. Our proprietary technology platforms allow radical real-time insight into all our partnership KPIs.

Who We Are

Our Mission

We believe fundamentally that by delighting our clients time and time again, we attract the best and brightest to our firm, leading to a life worth living & a career worth having.

Vision

To be the bonding and insurance provider of choice for our core markets, AND being the employer of choice for the highest caliber staff, dedicated to serving them.

Values

- Ethics in everything, first and foremost
- To give back to the community often and in meaningful ways
- Treat others the way they want to be treated
- Constant and never-ending innovation
- A no-politics, client & result-centric culture
- Family First

Job Description

We are seeking an experienced Business Development Manager with established contacts in the residential landlord market. This role is ideal for WINNERS with a robust understanding of the Canadian property market and a proven track record in business development, particularly in partnering with large REITs and property management companies. The successful candidate will be responsible for driving growth by promoting our unique residential rental solutions to property owners and managers, aiming to enhance their operational efficiency and profitability.

Responsibilities

- Develop and execute strategic business development plans to meet or exceed company targets.
- Identify, establish, and nurture relationships with key stakeholders in the Canadian rental market, including large REITs and major property management companies.
- Conduct market research to identify potential partnerships and evaluate customer needs.
- Actively seek out new business opportunities through networking, industry events, and other channels.
- Prepare and deliver compelling presentations on our products and services to prospective partners.
- Negotiate and close partnership agreements, ensuring mutual benefit and satisfaction.
- Collaborate with internal teams to ensure seamless integration and delivery of our solutions.
- Provide regular feedback on market trends and the effectiveness of business development strategies, suggesting improvements where necessary.
- Stay informed about industry developments and competitor activities to identify new opportunities and threats.

Requirements

- Thrive in a no nonsense, client-centric culture
- Independant drive for market domination
- Passion for delivering massive value and innovating
- Proven experience in business development or a relevant role, specifically within the property or real estate sector in Canada.
- Strong understanding of the Canadian rental market and the needs of REITs and property managers.
- Demonstrated success in forming and managing strategic partnerships.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Proficiency in English; additional language skills are a plus.
- Willingness to travel as required.

What We Offer

- A competitive salary with a rewarding bonus/commission structure fit to experience level.
- Opportunities for professional development and career growth.
- A vibrant, supportive team and tech development environment.
- The chance to be part of a company that's changing the face of the rental industry.

If you are driven, enthusiastic, and ready to make a significant impact apply within.

Apply Now

Email your cover letter and resume to hello@rentaldepositsnow.com

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