

**Job #** 26.19

**Job Title:** Job Developer

**Closing Date:** August 12, 2019

**Location:** Winnipeg MB

**Program:** CCRW Partners Program

**Duration:** Contract

**Salary Range:** \$43,680 - \$47,611

**Job Type:** Determinate

**The Role:**

The Job Developer secures employment opportunities for a diverse client base of jobseekers with disabilities. The Job Developer works in a team setting with the Employment Coordinator, job seekers with disabilities, and employers, focusing on securing employment opportunities and engaging business stakeholders.

**The main accountabilities for this position include but are not limited to:**

*Job Development and Employer Support:*

- Proactively outreach to business owners in the community to obtain meaningful work opportunities for our client base, leading to job retention.
  - This involves techniques such as "cold-calling" prospective employers and securing in person meetings to secure job opportunities and understand each businesses' hiring needs
- Completes detailed analyses of job opportunities based on needs identified by each client and establishes a connection with appropriate employers
- Works with employers to understand their hiring needs and priorities to make successful employment matches
- Markets job seekers to employers and facilitate their hiring by ensuring adequate support and resources

*Client Support:*

- Works with Employers and the site Employment Coordinator to ensure accommodations are developed and implemented for clients with disabilities entering the workforce
- Provides job search support and assistance with applications to employment opportunities

**Who are you:**

The Job Developer is a dynamic self-motivated individual able to establish and maintain relationships with business stakeholders from a variety of industries. The Job Developer has a background in sales, recruitment and/or job development. The Job Developer is confident in performing cold calling and employer outreach and can broker meaningful employment opportunities for our client base.

**Requirements to be considered for this job:**

- Proven track record to achieve or exceed predetermined target results through sales or job development
- 2 years' sales, recruitment and/or job development experience
- Relevant Post-Secondary degree or diploma
- Creative, organized, innovative and enthusiastic with the ability to work independently and in a team setting to achieve results
- Ability to work variable hours when required
- A valid driver's license and access to a reliable vehicle
- Proven experience with return to work services for job seekers with disabilities preferred

Interested applicants are invited to submit a cover letter and **current resume in one document, clearly indicating how they qualify for the role, to: [Careers@ccrw.org](mailto:Careers@ccrw.org)**. Please quote **Job # 26.19**

We thank all applicants for their interest, however, only those selected for an interview will be contacted.

CCRW is committed to workplace inclusion. Candidates of diverse backgrounds are encouraged to apply. If you require an accommodation at any point in the application process for this position, please email [careers@ccrw.org](mailto:careers@ccrw.org)