

Bilingual Head of Business Development, English Canada

Toronto, GTA-based and remote | Permanent, full-time | Reporting directly to the CEO | Start date: as soon as possible

WHO WE ARE

Since launching in the midst of the pandemic in 2020 in Montréal, adn has delivered 1,500+ projects across Québec, Canada, the United States and Europe. Today, adn is the leading bilingual talent and content agency, representing 70 exclusive bilingual talents, 80% from visible minority communities, and a global network of 2,000 experts who address today's most important topics. We are a one stop shop for keynotes, hosting, workshops and team building, from one off events to annual programming.

English Canada already represents a significant share of our revenue, with an established client base, talents and partners. Now it is time to accelerate. English Canada is our next chapter.

THE ROLE

Based in Toronto, you will own adn's growth in English Canada. You will build on an existing client base, deepen those accounts, open new opportunities, activate our partner network and grow our talent presence in the market. Your goal will be to make adn the bilingual partner of choice for event content and learning and development across the country.

This is a builder's mandate with a running start: a solid foundation of clients, talents and partners, a proven brand, and a team of 10 across Montréal, France and the UK behind you. You are our first person on the ground in the market, reporting directly to our CEO and founder, with no layer in between. As traction builds, you grow the team locally, with the runway to become Head of Canada and US.

WHAT YOU WILL DO

- Grow and expand our book of corporate and association clients across English Canada
- Grow adn's talent presence in the English Canadian market, in partnership with our Talents team
- Source, pitch and close new opportunities for our talent
- Own the full sales cycle, from prospecting to close to delivery handoff
- Activate partnerships across English Canada
- Represent adn at major industry events across English Canada
- Keep a clean, well-documented pipeline and carry the adn brand in the market

WHAT YOU BRING

- Senior-level B2B business development experience, with full ownership of the sales cycle
- Full bilingualism in English and French, non-negotiable
- An active network in the corporate and association markets of English Canada
- Disciplined pipeline management habits
- A natural relationship builder who represents a brand well in a room
- Entrepreneurial drive, autonomy and a real appetite for the hunt
- Based in the GTA, non-negotiable

COMPENSATION

Total compensation of \$100,000 to \$150,000 based on experience, base salary + bonus + commission.

THE DETAILS

- Permanent, full-time, 37.5 hours a week
- Toronto-based and remote, with regular travel to industry events across English Canada and the US
- Four-and-a-half-day weeks in the summer
- 20 vacation days, four weeks
- 5 adn days: paid days for mental health, wellness or menstrual leave, no questions asked
- 4 extra statutory holidays: December 24, 26 and 31 and January 2, or others of your choosing

WHY THIS ROLE

- A market with real traction already, and full ownership of its next phase of growth
- A fast-growing company with room to run in Québec, the rest of Canada and abroad
- A mission rooted in social impact
- Flexible, human working conditions
- A learning culture, with real conversations with leaders in their fields, plus access to inspiring keynotes and events
- An exceptional professional network, built across sectors

INTERESTED?

Email your application to halbane@adn-conferenciers.com

Only candidates selected for an interview will be contacted.

adn is a feminist and antiracist workplace. We encourage Indigenous people, racialized people and members of equity-deserving groups to apply, along with people of all sexes and gender identities. Where qualifications are equal, preference will be given to candidates who add to the diversity of our team.