

Job Posting: Director of Business Development, Epiphany East

About Epiphany Coaches Inc.

Founded in 2001, we are a professional coaching firm that delivers strategic and innovative coaching programs for leaders around the world. We focus on providing a rich experience for participants and enabling great results through our comprehensive approach and world-class team of coaches.

Using our unique Coaching Management System, we ensure that all of our coaching programs have goals and deliverables that can be tracked against. We boast a 98% success rate in helping clients generate new insights and make progress on their goals.

Our Business Address:

- 422 Charlton Ave W, Hamilton, ON L8P 2E8

About the Position

Title of position:

- Director of Business Development, Epiphany East

Job duties:

- Business Development — developing a strategy and leading the implementation for business growth across NGOs and Social Enterprise sector and large local companies in Asia Pacific;
- Developing intellectual property on emerging leadership development topics that includes workshops, materials, toolkits and workbooks that apply to global markets;
- Global delivery of coaching services with focus on Epiphany East clients.

Terms of employment:

- Permanent, full-time (35 hours per week)

Wage:

- \$33.33 per hour plus 10% commission on revenue of sales deals

Location of work:

- 422 Charlton Ave W, Hamilton, ON L8P 2E8



Work experience requirements:

- Minimum 10 years of business experience;
- Minimum 5 years of coaching experience;
- Previous experience leading large, complex coaching sales engagements;
- Previous experience designing large coaching deals;
- Previous experience working with NGOs;
- Previous senior leadership role;
- At least 10 years of experience working with clients in Asian markets;
- Previous experience designing leadership coaching content; and
- Previous experience coaching senior leaders.

Educational requirements:

- Bachelor's degree; and
- Formal coach training required.

Contact information:

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