



## JOB DESCRIPTION

<b>Position title:</b>	Business Development - Head
<b>Department:</b>	Business Development
<b>Reports to:</b>	Chief Operating Officer
<b>Number of Reports:</b>	1
<b>Last Updated:</b>	May 7, 2021

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## Access Copyright has an exciting opportunity to join our team as Head of Business Development!

### About Us

For over 30 years, Access Copyright has been a collective voice of creators and publishers in Canada. A non-profit, national organization, we represent tens of thousands of Canadian writers, visual artists and publishers, and their works. Through agreements with sister organizations around the world we also represent the works of hundreds of thousands of foreign creators and publishers. This rich repertoire of content is highly valued by educators, students, researchers, corporate employees, and others who need to copy and share content. Access Copyright facilitates content use of this repertoire for educational and professional purposes by helping organizations make customized use of published materials combined with an assurance that the original creators and publishers also benefit, so that they can continue creating new and innovative works. This work is vitally important to a strong Canadian culture and to all who rely on quality publications.

### Job Summary

As the Head of Business Development at Access Copyright, you are a highly driven individual with integrity, a great work ethic and excellent interpersonal skills. In this role you will oversee the licensing revenues of Access Copyright, including developing & executing sales strategy, strategic partnerships, marketing initiatives, communications, and business ventures.

**Why this could be the next best step in your career:** The role is a dynamic combination of on-the-ground selling and strategic planning. You will have the opportunity to lead in the identification and development of new products & services, explore new markets and mentor your team.

### You will get to:

- Plan and oversee all activities necessary to sustain and expand:
  - Licensing revenues
  - Outreach and communications with customers
  - Develop & implement new service offerings to support existing licensing activities
  - Identify & implement new business opportunities/ventures
  - Brand recognition.
- Build and execute strategic sales plans.
- Create and launch new strategies and partnerships, implementing and utilizing evaluation criteria to measure success of new ventures.
- Understand and become expert in all aspects of educational, corporate, and non-profit licensing, including transactional service requirements.
- Oversee the creation and implementation of new business projects from start to finish.
- Build and maintain strong relationships with key accounts to advise and create an understanding of the available opportunities.

- Keep current on industry trends and developments and provide information and recommendations about potential new opportunities.
- Manage, coach and mentor sales team.
- Attend networking events and sales conferences.
- Ensure Access Copyright's CRM system is optimized, and data is current & accurate.

**The successful applicant will have:**

**Education**

- Post-Secondary degree required, Master's degree in a Business, Marketing or a related field preferred.

**Experience**

- 5+ years of experience in the publishing, education, education technology and/or corporate sector.
- 2+ years sales management experience.
- Comfortable, experienced interacting with and demonstrated ability to operate successfully at the C-Level.

**Knowledge**

- Experience creating and leading the sales process for an organization.
- Cultivating new customer relationships and strengthening current ones.
- Prospecting, negotiation, and presentation skills.
- Managing a sales pipeline.
- Aptitude for problem-solving and implementing solutions for customers.
- Self-directed, ability to deal with ambiguity.
- Technically adept, comfortable with MS office suite, CRMs, video conferencing
- Well-developed lead generation, negotiation and closing skills.
- Excellent written and verbal communications skills.
- MS Office suite and Salesforce proficiency.
- Entrepreneurial, organized, ethical, self-starter who is comfortable with numbers.
- Demonstrated track record of success in B2B technical solution sales.
- Well-developed lead generation, negotiation and closing skills.
- Entrepreneurial, organized, ethical, self-starter who is comfortable with numbers.

**It would also be great if you had:**

- K – 12 sector, post-secondary sector, educational publishing and/or other business experience.
- Project management experience.

Access Copyright strives to be an inclusive and safe space for all, and to accurately reflect the diversity of the various stakeholders that we serve. We strongly encourage expressions of interest from people who are members of marginalized and/or underserved/underrepresented communities, especially individuals who identify with: First Nations, Metis, or Inuit, or people of colour; diverse gender and sexual identities (including LGBTQ2+); people living with dis/ability.

## **Why Access Copyright?**

Access Copyright's corporate culture is centered on the values of transparency, innovation, nimbleness, and collaboration. Each employee brings a unique set of skills and experience that contribute to the success of our organization, and are encouraged and supported, in the spirit of entrepreneurship, to try and test new ideas, continuously improve processes and procedures, and to grow and stretch in their positions. With a flexible work environment, Access Copyright offers its employees a welcoming atmosphere with bi-weekly all-staff meetings, monthly organizational check-in on our company-wide goals as well as a competitive compensation package.

**Individuals interested in applying to serve on the Access Copyright Board are invited to send in a resumé and cover letter summarizing their qualifications by email to Jonathan Abrams [jonathan@partnerinpublishing.com](mailto:jonathan@partnerinpublishing.com). Please reference Head of Business Development in the subject line.**

**We thank everyone for their interest but only those selected for an interview by Access Copyright will be contacted.**

*Access Copyright is committed to providing accommodations for people with disabilities. If you require an accommodation, kindly let us know and we will work with you to meet your needs.*

