

Investment Banking - Business Development Representative

Stillwater Capital Corporation, a leading mid market Investment Bank based in Toronto, focused primarily on M&A Advisory services, is in search of a **Business Development Representative** to generate new opportunities for Stillwater within the mid market business community, including Christian / Catholic business communities in targeted US markets. Working with the Director of Business Development and the Executive Team, the Representative must be a self-directed individual contributor who is highly ethical and whose values mirror Stillwater's.

Our team serves clients across multiple industries within the US. With an international network and reach, there is potential for career progression at Stillwater for the hardest working, top-performing and most ethical employees. Working as an independent contractor, you will develop business and drive growth within an identified geography (Miami, Atlanta, Dallas, Charlotte, Cleveland, Minneapolis/St Paul, Chicago, Pittsburgh, Boston, or Buffalo/Rochester/Syracuse).

Job Description

With the support of our team, you will proactively contact, leverage, and grow your networks to fill a pipeline with qualified prospects and opportunities. As an experienced business development professional, you proactively contact and serve strategic prospects across industries. You are excited about uncovering, qualifying, pitching opportunities, and engaging with business owners, management teams, and referral sources to grow our firm throughout your region.

Key Responsibilities

- Develops new geographies and assesses the opportunities they provide to grow our networks:
 - Identifies potential clients that align with the firm's strategic and values criteria by proactively contacting and progressing relationships with founder-owners, management executives, and your referral network
 - Maintains strong outreach activity, including (but not limited to) cold calls, social media, affinity group involvement, networking, and email channels; develops and maintains relationships with prospective clients and referral sources
 - Becomes a subject matter expert on Stillwater's services, processes, and operations, works to understand prospective client needs/constraints, and performs product, industry, and company research to craft contract-winning proposals
 - Meets with prospective clients to pitch ideas, offer support in their work, and provide value-added advice that ultimately wins new business
 - Assists with the negotiation of contract terms and onboarding of new clients
 - Collaborates with deal-teams to ensure client contracted projects are executed on-time and as agreed
- Maintains and manages prospect and referral source database; defines and documents prospect and network data and communication history

- Protects and maintains the confidentiality of information and initiatives for all clients and prospects
- Provides reporting on BD KPIs, the status of contacts, and works collaboratively with other team members towards the collective goals of the firm.

Desired Qualifications and Skills:

- Bachelor's Degree in business, finance, or a related field; MBA/CFA/CPA will be considered an asset
- 5+ years of progressive professional experience providing business development, professional services, or wealth/asset management, including commercially facing account management and/or direct sales experience; experience within a capital advisory firm would be considered an asset.
- Mastery of Microsoft 365 software suite; use of Salesforce or other CRM proficiency; demonstrated ability to learn and adapt to new information and technology platforms
- Excellent oral and written communications skills, including the ability to engage in highly strategic, commercial discussions with industry executives as the representative of Stillwater; elegant and persuasive speaker and writer for whom English is their first language; additional languages will be considered an asset.
- Enthusiastic, highly motivated self-starter with a strong work ethic and intense focus on results, always acting for and in the best interest of the client; thrives in high-pressure, fast-paced, ambiguous environment; masterful at self-organization, enjoys working both independently and as a part of a team
- Strong problem solving, analytical, judgment and change-implementation capabilities, with a passion for helping business clients and an explicit stated career interest in investment banking
- Values matter to you; you bring your real self to work and you live out our values - we are a faithful workplace, seeking team members who are fair minded, empathetic, non-judgemental, and concerned with giving the highest level of service to their clients, with integrity.
- Due to contractual requirements, all applicants must be US Citizens or have a green card and are able to work permanently in the United States without limitation
- Applicants must have the ability and willingness to travel.

Interested applicants are invited to apply by email, no later than April 15th, to:
Ms. Laurie Jones - ljones@stillwatercapital.ca

Learn more about Stillwater:

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