Business Development / Account Manager – Consulting Services

Full-Time | Manitoba or Saskatchewan (remote)

About Hilltop Partner Network

Hilltop Partner Network (HPN) is a collaborative consulting community of senior independent consultants and specialist firms working together to deliver greater value than any one of them could alone. We connect our clients to the right capabilities and our members to meaningful, individual and team-based work across IT, cybersecurity, digital transformation, and business strategy engagements.

Our model is built on transparency and trust. We match the right expertise to each client's needs — engaging individuals or assembling teams from our member network to deliver substantive, high-quality work. Members collaborate rather than compete, take on engaging multi-disciplinary engagements, and share in the success they help create.

The Role

We're on the hunt for a dynamic full-time **Business Development/Account Manager** who's excited about landing new clients, sparking growth in the mid-market space and expanding our presence in public sector/enterprise accounts. This role puts you at the centre of HPN's growth — owning new business development across our service lines and member network, with a defined portfolio of named accounts to grow.

If you have built pipelines and closed deals in consultative professional services, this is worth your attention.

Must Haves:

- Live in Manitoba or Saskatchewan with an existing business network in the region.
- Have 5+ years selling professional services/consulting/B2B services.
- Have experience with net-new business development and account growth.
- Has demonstrated success selling consulting services to mid-market, enterprise, or public sector buyers.

What You'll Do

Build Relationships

- Build and maintain relationships with senior leaders and decision makers in new and assigned accounts.
- Partner with our Director to develop account plans and go-to-market strategies.
- Position HPN's capabilities effectively with the right stakeholders at the right time.
- Coordinate with internal teams to align on client activity and ensure a seamless client experience.

New Business Development

- Hunt for and win fresh logos: spot targets, start big conversations, and turn prospects into long-term clients.
- Build a pipeline weighted toward new logos, supported by a defined portfolio of named accounts.
- Mix prospecting, networking, and outreach to build a robust pipeline.
- Develop and execute growth plans for new wins and assigned accounts.
- Represent HPN's high-value service lines with credibility and commercial insight.
- Shape opportunities by understanding client requirements and proactively proposing HPN services.
- Lead and support proposal development; see opportunities through from qualification to close.
- Engage with HPN member consultants for insider intel, fresh ideas and to identify new opportunities.
- Collaborate with Marketing on events, campaigns, and buzz-building activities.

Keep Things on Track

- Maintain accurate and current client, prospect, and opportunity records in our CRM.
- Share updates on your wins and account plans with leadership.

What You Bring to This Role

- Demonstrated experience and success in new business development, account management, and consultative selling.
- Entrepreneurial energy: self-driven, accountable, and a team player at heart.
- CRM proficiency is required: Dynamics 365 experience is a plus.
- Exceptional communication, presentation, and negotiation skills.
- Existing relationships with senior leaders in Manitoba/Saskatchewan public sector or mid-market organizations is a strong advantage.
- Must be based in Manitoba or Saskatchewan.

Compensation & Benefits

- Base salary and variable commission model: total target compensation: $110,000 - $150,000 (uncapped for high performers).
- Business development and travel expenses covered within the sales territory.
- Permanent remote-first role. Regional in-person engagement with clients across MB and SK is expected and supported.
- We will work with you to enable your home office setup to support remote work.
- We offer a competitive employee benefits package.

How to Apply

Send your resume and a brief summary of your new business development experience in professional consulting services — specifically the new accounts you have won and grown. **Applications without this context will not be reviewed.**

Email: careers@hilltoppn.com

HPN is committed to building a diverse and inclusive team. We welcome applications from all qualified candidates.

Our Purpose, Cause & Passion:

Empower each of our members to achieve their unique potential

Our Niche:

Fostering a value-added consulting eco-system

Our Values:

We collaborate as a team and as a Network

We are driven and determined to achieve our potential

We are trustworthy and transparent

We are curious, adaptable and resourceful

We laugh, have fun and are authentic