



Career Opportunity

Business Development Manager, Glooscap Ventures

Located: 410 Ben Jackson Road in Hantsport, NS

Full-time 37.5 hours per 5-day week – Salary range: \$70,000 – \$83,000 per year

Health and Dental Benefits, Matched Pension contributions

Start Date: January 2024

About Glooscap Ventures: Glooscap Ventures is an Indigenous economic development corporation owned by the Glooscap First Nation in rural Nova Scotia. We are dedicated to fostering sustainable economic growth within the Indigenous and local community. Our mission is: *“Do something today that makes our community more prosperous than it was yesterday.”* Our portfolio of businesses includes seafood, retail, real estate, consulting services and renewable energies generation. As the Business Development Manager, you will play a pivotal role in expanding our business portfolio and advancing our mission.

We are seeking a highly motivated and experienced Business Development Manager to join our team. Reporting to the Chief Executive Officer, you will be responsible for developing new business opportunities, forging strategic partnerships, and driving the growth of Glooscap Ventures. This position requires a deep understanding of economic development, project management, excellent business acumen, and a proven track record in business development and relationship building.

Key Responsibilities:

- Identify and pursue new business opportunities aligned with the economic development strategic objectives, focusing on industries that align with the strengths and interests of the Indigenous community.
- Conduct market research, analyze industry trends, and evaluate market potential to identify target sectors and potential investment opportunities.
- Develop and maintain a strong network of relationships with key stakeholders, including Indigenous communities, government agencies, industry associations, and potential business partners.
- Project manage new business opportunities
- Collaborate with internal teams to assess the viability of business ventures, conduct due diligence, and prepare comprehensive business plans and investment proposals.
- Working with the CEO, negotiate and structure partnerships, joint ventures, and other business agreements to drive growth and maximize value for Glooscap Ventures.
- Support Glooscap First Nation entrepreneurs and businesses in accessing financing, mentoring, and resources to enhance their growth and success.
- Stay updated on emerging trends and opportunities in the Indigenous economic development landscape, ensuring that Glooscap Ventures remains at the forefront of industry developments.
- Represent Glooscap Ventures at conferences, events, and community engagements to raise awareness, promote the organization's mission, and cultivate strategic relationships.



The successful candidate will have:

- Bachelor's degree in Business Administration, Commerce, Economics, or a related field. An MBA or relevant postgraduate degree is an asset.
- Experience in Project Management. Certification such as PMP or CAPM is an asset.
- 5+ years of experience in business development, project management, or related roles, with a proven track record of driving business growth and achieving targets.
- Strong understanding of economic development. Familiarity with the unique challenges and opportunities faced by Indigenous businesses and communities is an asset.
- Excellent networking, relationship-building, and stakeholder management skills, with the ability to engage effectively with diverse groups, including Indigenous communities, government representatives, and industry leaders.
- Exceptional analytical and strategic thinking abilities, with a demonstrated capacity to identify and evaluate market opportunities and make informed business decisions.
- Strong negotiation and contract management skills, with the ability to structure and close deals that create mutual value and align with the organization's objectives.
- Excellent written and verbal communication skills, with the ability to effectively convey complex ideas and build compelling business cases.
- Self-motivated, results-oriented, and able to work independently while thriving in a collaborative team environment.
- Willingness to travel occasionally for business-related meetings and events.

If this is a career that interests you, we would love to hear from you! Please email your resume to vpearson@glooscapfirstnation.com.

The deadline for receipt of Resumes: **Wednesday November 15th at 4 pm.**

All candidates are thanked for their application however only those invited for interview will be contacted. Preference will be given to Indigenous candidates where all other things are equal.