



Chief Executive Officer

The Mississaugas of the Credit Business Corporation (MCBC) is seeking a seasoned and savvy business leader to be its Chief Executive Officer (CEO). This is a unique opportunity for a dynamic and accomplished leader to drive economic reconciliation in the heartland of the Canadian business community.

About MCBC

Of all the business development corporations with First Nations as their shareholders in Canada, MCBC might hold the greatest opportunities. The treaty lands of its sole shareholder, the Mississaugas of the Credit First Nation (MCFN), include almost all of Ontario's Greater Golden Horseshoe, which contains approximately two-thirds of Ontario's GDP and one-fifth of Canada's GDP. With approximately 8 million people, this is also the largest population concentration in Canada.

Founded in 2018, MCBC exists to build long-term wealth generation and develop short-term income opportunities for MCFN and its membership. In its pursuit of these goals, MCBC always seeks to maintain a respected and reputable profile, as well as represent the history, culture and values of MCFN with honour, in the business community.

MCBC, as a corporation, is governed by a board of directors with all five voting directors independent of the shareholder. In addition, the board includes three non-voting directors, one each representing council, elder and youth constituencies. The corporation, through the board, is responsible to its shareholder through its annual general meeting.

For greater definition to the opportunity, the MCFN treaty lands covers many of Ontario's major municipalities, such as Toronto, Mississauga, Brampton, Oakville, Burlington, Hamilton, St. Catharines, Niagara Falls, Markham, Vaughan, Richmond Hill and others. The treaty territory wraps around the west end of Lake Ontario, from the Rouge River at Toronto's eastern edge to the Niagara River. From there, it moves westward along the north shore of Lake Erie to west of Long Point (south of Brantford), where it moves inland to wrap around Waterloo, Wellington, Halton, Peel, and Part of York Region. (The Haldimand Tract, by treaty between the Crown and MCFN, is a carve out of MCFN treaty lands).

Given that the Greater Golden Horseshoe will continue to have sustained growth, MCFN's treaty territory offers significant business opportunities for MCBC.

About the CEO Position

The ideal candidate will be a seasoned and savvy executive who has proven success leveraging treaty rights for business opportunities and creating profitable business entities in a complex environment. The Chief Executive Officer will bring exceptional strategic, business and relationship management skills, and an appreciation for the vision, culture and values of MCFN to this next stage of MCBC's growth.

Working with the Board of Directors, the CEO will:

- Guide and shape the strategic plan that charts the future course for the corporation and its affiliate businesses
- Create and implement operational plans to achieve the goals established

- Ensure a well-defined investment strategy that focuses on MCBC's principal objective of profitability; and
- Build and structure the corporation to efficiently and effectively ensure MCBC is on a sound footing.

The CEO will work with the existing team and have the flexibility to hire additional resources to support their building of the corporation and future operations.

By background, the CEO will, preferably, be a seasoned and respected business leader who has both leveraged treaty rights for business opportunities and built, bought and sold small-to-large businesses across a wide range of industries, such as in the construction and energy sectors. A track record of visioning, planning and implementation success will ensure the CEO can leverage the opportunities available in the MCFN treaty lands.

The CEO, by training and experience, will have the financial acumen and governance expertise to deliver MCBC's long-term success. As MCBC continues to thrive and grow, the CEO will ensure the necessary policies, processes and procedures are maintained and, where necessary, improved and that budgets, performance measures, and regular reporting are in place.

Expert communication skills will help the new CEO articulate the vision and direction of MCBC with a broad variety of stakeholders, including the Board, Nation leaders, public sector stakeholders, and potential business partners. The CEO, while responsible to the board of directors, will engage regularly to keep the MCFN shareholder and community updated of MCBC affairs.

Qualifications

The CEO will possess a post-secondary education and, preferably, an MBA, with a minimum of ten (10) years of experience leading business development. Candidates with an equivalent combination of education and experience in business or a related field will also be considered. In addition, the CEO will also have the following key qualifications:

- Corporate experience working under a board of directors as a CEO or in a senior management role
- Strong experience preparing and analyzing business plans, financial forecasts, feasibility studies, etc., for presentation to boards of directors, potential business partners, government officials and lending institutions
- Demonstrated ability in developing and implementing strong administrative processes to meet company record and reporting requirements
- Demonstrated ability in recruitment, development, and leading qualified staff
- Proven track record negotiating corporate agreements and contracts
- Strong experience in exploring opportunities and conducting business locally and/or nationally
- Demonstrated abilities in strategic planning, financial, project management, budget control, administration, policy development, risk management, mentoring and human resource management
- Excellent verbal and written communication skills with the ability to communicate complex information to a variety of audiences
- Strong integrity, business ethics, drive, and entrepreneurial spirit
- Willingness to work sometimes long or irregular hours, travel as required and relocate to the Greater Toronto Hamilton Area (GTHA); and
- Experience working with First Nations.



Location

New Credit (Hagersville), Ontario, but a combination of New Credit and Toronto (or other GTA location) will be considered.

Apply

A competitive executive compensation package is offered for this role.

If you are interested in bringing your leadership to MCBC, please email your covering letter and resume in complete confidence by **Friday June 30, 2023**, to:

humanresources@mncbc.ca.

For any questions you may have on this exciting opportunity, please call (905) 581-4055 to be referred to the appropriate respondent.

You can also learn more about MCBC and MCBLP at: <https://mncbc.ca/>

