



Director of Business Development

Mississauga's of the Credit Business Corporation (MCBC) is seeking an experienced and results-driven Director of Business Development with an extensive track record of success in seeking investment, procurement, and partnership opportunities. The position exists to strengthen and advance MCBC's position in the marketplace. The Director serves as a direct report to the CEO in order to provide both external leadership on business development and internal strategic and operational management support.

The Director's main and direct responsibilities are leading new business development efforts, including researching, analyzing, recommending, and negotiating projects and opportunities capable of meeting MCBC's profit and growth expectations. In addition, the Director of Business Development is responsible for closely monitoring MCBC's existing and ongoing business interests by maintaining current and accurate business records and other information that measures performance and supports management decisions.

Key Duties and Responsibilities

The key duties and responsibilities of the Director of Business Development are:

- Identifies, evaluates, and executes new business opportunities aligned with the company's overall strategy.
- Carries out all required business and financial analyses of potential investment opportunities, which typically include an in-depth review of business, economic, socio-economic, and financial elements.
- With the CEO, facilitates and participates in joint venture negotiations and corporate acquisitions where the Board of Directors has decided to move forward with a specific business opportunity.
- Monitors key performance indicators of MCBC group of companies (with primary focus on MCBC joint ventures and limited partnerships) to ensure financial performance and benefit expectations are being achieved.
- Assists with the day-to-day operations of MCBC with key responsibility managing existing joint venture and limited partnership agreements.
- Works with internal stakeholders to understand the company's strengths and value proposition to develop growth strategies that result in sustainable and profitable growth.
- Formulates the business development strategy, doing so in consultation with the CEO and in alignment with the overall organizational strategy.
- Provides periodic updates on the progress of business development initiatives against the set strategic objectives.
- Assesses requirements to manage MCBC business growth, assists the CEO in hiring, and manages any required support staff and consultants to assist with business development and portfolio management responsibilities.
- Assists the CEO in strategizing business opportunities as related to employment, training, contracting, and marketing.



Other Duties and Responsibilities

- Responsible for all external communications and government relations, including ensuring that MCBC is aware of all business opportunities that arise through these relationships.
- Brings sophisticated leadership and direction to MCBC's communications and public relations objectives, including oversight of website content and social media presence.
- Participates in staff meetings, training events, planning, and working groups and other MCBC initiatives.
- Continuously monitors the public tenders and bids through the government and industry vendor portal systems, such as MERX, Bids and Tenders, etc.
- Reports to the Board of Directors as and when requested.
- As directed by the CEO, undertakes special projects related to mergers, acquisitions, restructuring of MCBC companies and investments.

Key Qualifications

- Must have experience working with indigenous communities, businesses, or NGOs, including have an understanding, awareness and appreciation of Indigenous culture and history, with specific knowledge of MCFN being an asset.
- Must have a Post-Secondary Degree and or Diploma in Business Administration, Business Management or equivalent relevant discipline or experience required, with an MBA or like qualification an asset.
- A minimum of 5 years business experience and five (5) years working in senior management with progressive levels of responsibilities.
- Demonstrated ability to manage essential business relationships, including customers, business partners, and government agencies.
- Ability to negotiate contracts, manage projects, supervise, and mentor staff.
- Extensive experience writing and developing business cases for consideration and approval of key decision makers, including the board of directors.
- Ability to comprehend and develop policy papers, technical papers, and present technical data to the board of directors of MCBC, Chief and Council of Mississaugas of the Credit First Nation and other key partners.
- Exceptional oral and written communication abilities and strong proficiency in financial management and analysis.
- Proficiency in Microsoft Office Suite, and particularly Excel, Word and PowerPoint.
- Ability to handle a high degree of confidential and sensitive information with tact and discretion; experience working with a Board of Directors would be a strong asset.
- Able to effectively communicate both verbally and in writing.
- Demonstrated competency in the following areas: client relations, relationship building, results orientation, and communication.

About MCBC

Of all the business development corporations with First Nations as their shareholders in Canada, MCBC might hold among the greatest opportunities. The treaty lands and territory 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.

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

Location

This position is located on the Mississauga of New Credit First Nation near Hagersville, Ontario. Occasional hybrid or remote work may be considered at the discretion of the CEO. Occasional travel may be required.

Apply

If you are interested in bringing your experience and passion for this role to MCBC, please email your covering letter and resume in complete confidence by **Friday November 24, 2023**, to:

humanresources@mncbc.ca.

For any questions you may have on this opportunity, please write to info@mncbc.ca to be referred to the appropriate respondent.

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

