



Job Title: Manager of Business Development

Mississauga's of the Credit Business Corporation (MCBC) is seeking an experienced and results-driven Manager of Business Development with a 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 Manager serves as a direct report to the Director of Business Development (and CEO).

The Manager's main and direct responsibilities are focused on business development efforts, including researching, analyzing, recommending, and negotiating projects and opportunities capable of meeting MCBC's profit and growth expectations. In addition, the Manager of Business Development is responsible for 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 Manager of Business Development are:

- Identifies, evaluates, and executes new business opportunities aligned with the company's overall strategy.
- Works closely with the MCFN Department of Consultation and Accommodation to develop a comprehensive system to review incoming notifications for business development opportunities.
- Assists in the business and financial analyses of potential business opportunities, which typically include an in-depth review of business, economic, socio-economic, and financial elements.
- Assist in formulating the business development strategy, doing so in consultation with the Director of Business Development and in alignment with the overall organizational strategy.
- Provides weekly updates on the progress of business development initiatives against the set strategic objectives.
- Liaise with Business Development within our business partners to assist in identifying evaluating, and realizing on new business opportunities aligned with the partner company's overall strategy.
- Assists the Director of Business Development in managing any required support staff and consultants to assist with business development and portfolio management responsibilities.
- Assists the Director of Business Development in strategizing business opportunities as related to employment, training, contracting, and marketing.

Other Duties and Responsibilities

- 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 CEO as and when requested.
- As directed by the Director of Business Development, 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 as required.
- Demonstrated ability to manage essential business relationships, including customers, business partners, and government agencies.
- Ability to negotiate contracts and manage projects.
- Experience writing and developing business cases for consideration and approval of key decision makers, including the board of directors.
- 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.
- Able to effectively communicate both verbally and in writing.
- Demonstrated competency in the following areas: client relations, relationship building, results orientation, and communication.

Preference will be given to MCFN members or Indigenous applicants. Self identification is encouraged.

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 eight 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 the 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 **May 7, 2025**, 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/>

