



**Covering  
Canada  
in Moccasins**

## **JOB OPPORTUNITY PARTNERSHIP DEVELOPMENT LEAD**

### **ABOUT**

<https://moccasinidentifier.com>

The Moccasin Identifier™ (MI™) is a First Nation-led education and awareness non-profit program dedicated to weaving a deeper understanding of Canada's rich Treaty history into the fabric of our nation. The initiative was developed by Carolyn King, C.M. (Order of Canada) from the Mississaugas of the Credit First Nation.

Through the symbol of First Nation moccasins, MI™ aims to connect all Canadians—rooted and newly planted—to the land beneath our feet and the Treaties that bind us.

#### **OUR VISION**

Our vision is to **"Cover Canada in Moccasins"**, each pair a testament to our shared responsibilities and the steps we must take toward reconciliation.

#### **OUR MISSION**

At the heart of the , MI™ is education and place-knowing, designed to engage Canadians of all ages. The MI™ mission is to educate everyone **ACROSS CANADA** from preschoolers to professionals on Treaties through educational presentations, promoting public awareness about Indigenous culture through MI™ site installations, and develop a network of knowledge for the benefit of Truth and Reconciliation.

### **THE ROLE: Partnership Development Lead**

We are seeking a dynamic and visionary Partnership Development Lead to help bring Moccasin Identifier™ into the next phase of our growth! Partnering with our Team you will help to develop and grow the next chapter of MI's™ partnership development, building on the achievements of Carolyn King, C.M. and leading us to grow our vision **ACROSS CANADA**.

We value team members who can communicate a clear vision, foster organizational alignment, and who possess entrepreneurial skills to seize new opportunities. A razor sharp focus on client service and effective relationship management are essential – you are eager to innovate and are dedicated to excellence!

Additionally, we are looking for those who are passionate about supporting others, adhere to strong values and ethics and have exceptional planning and organizing abilities, robust problem-solving skills and have a deep understanding of our Indigenous culture.

1•905•517•1925 | [www.moccasinidentifier.com](http://www.moccasinidentifier.com) | [info@moccasinidentifier.com](mailto:info@moccasinidentifier.com)

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Reporting to the Executive Director the Partnership Development Lead will develop, implement, and maintain business development initiatives for MI™. They will also collaborate with the Manager of Administration + Finance and the Executive Director on the research, coordination and writing of proposals.

The Partnership Development Lead supports MI's work in the following areas:

- Growth of MI Business Opportunities
- Administration of New and Existing Business Development Opportunities

## KEY RESPONSIBILITIES

### **GROWTH OF MI BUSINESS OPPORTUNITIES**

- **Identify and Evaluate Growth Opportunities:** Conduct market research to identify potential clients, markets, and trends that can lead to MI's business expansion.
- **Develop and Implement Strategies:** Create and execute sales strategies to achieve business goals, including negotiating contracts and partnerships.
- **Project Planning and Execution:** Plan, schedule, and execute projects to ensure timely and successful outcomes.
- **Performance Measurement:** Track key performance indicators (KPIs) related to business growth, revenue generation, and market expansion.

### **BUSINESS DEVELOPMENT ADMINISTRATION**

- Process in a timely fashion agreement billing to the Manager of Administrative Services and the Executive Director.
- Track and action metrics of agreements i.e. annual number of agreements completed, financial amount of each agreement, median number and follow up on any recommendations for improvement from agreement holders.
- Assist as needed with proposal research, development and writing.
- Attend staff meetings and events as required.
- Other duties as assigned.

## PREFERRED QUALIFICATIONS

### **Education**

- University degree or College diploma/certificate in Business Management, Business Administration, Economics, Commerce, Marketing or a related field.
- A combination of education and experience will be considered.

## **Experience**

- 5 years' experience in a First Nations environment with a demonstrated understanding of Indigenous history, culture and traditions.
- Familiar with the Truth and Reconciliation Commission and Calls to Action.
- 5-7 years in business development and sales, with demonstrated success in meeting/exceeding targets and managing client relationships.
- Leading contract negotiations and client management.
- Identifying new partnership opportunities, reaching out and developing new client relationships, and closing new partnership business.
- Developing and driving innovative business development strategies.
- Financial and Project Management experience from planning to execution.
- Strong knowledge of research and analytics relating to current and future economic development projects.
- Strategic and proactive thinker with strong entrepreneurial and networking skills.
- Strong skills in marketing, public speaking, and financial/project management.
- Advanced level written (including proofreading) verbal and presentation skills.
- Advanced proficiency in Word, Excel, PowerPoint, Outlook.
- Strong knowledge and use of conflict resolution.
- Ability to communicate professionally and respectfully in any situation, including difficult discussions that may arise.

## **REQUIRED QUALIFICATIONS & CRITICAL COMMITMENTS**

- **Preference will be given to qualified Indigenous applicants.**
- Legally able to work in Canada.
- Travel within Canada when needed.
- Experience working within an Indigenous environment – Knowledge of First Nation and Métis historical, cultural and economic and knowledge of traditional protocols and practices.
- Clean and current vulnerable sector police check. **This must be completed prior to commencement of work and is the financial responsibility of the candidate.**
- A valid government issued driver's license and access to reliable vehicle with appropriate insurance coverage are conditions of employment for successful candidates.

## **EMPLOYMENT AND APPLICATION DETAILS**

### **Salary**

- \$74,000 to \$82,000 per annum

### **Vacation**

- 3 weeks annually

**Work Location**

- Mississaugas of the Credit First Nation, Hagersville, Ontario – **Hybrid working arrangement 3 days in office** – Travel as necessary.

**How to Apply**

- The posting closes on **Friday September 05, 2025 at 3:00 PM EST.**
- Please send your resume and cover letter to **mijobs@pebblesandtwiggs.com**

*Moccasin Identifier does not currently use Artificial Intelligence (AI) in the screening of applications.*

*We would like to thank all applicants for their interest, but only those selected for an interview will be contacted.*

***We strongly encourage applications from First Nations, Inuit and Métis People.***

**"If you don't tick all the boxes when it comes to the experience requirements that we've outlined we'd still love to hear from you!"**