

## **PARTNERSHIP & BUSINESS DEVELOPMENT OFFICER**

Due to our continued growth, IDLP is seeking resumes from interested persons for the following position based in Goose Bay, NL. Reporting to the Chief Executive Officer, the position of Partnership & Business Development Officer actively works to maintain and advance existing partnerships and develop those partnerships and business opportunities that allow the organization to achieve the goals identified by the shareholders. The function of the P& BD is critical to maximizing the results of partnerships and spurs the development of new enterprises that improve the long-term viability of the organization and the shareholder communities.

### **DUTIES & RESPONSIBILITIES:**

- Be knowledgeable on all joint venture agreements including, but not limited to, the responsibilities of each party to the agreement.
- Be knowledgeable on the process and criteria for the registration of qualified Innu owned business and joint ventures.
- Routinely examine existing partnerships for the expansion of the partnerships into new service areas and for opportunities to become more active suppliers to the joint ventures.
- Work with existing partners to ensure signed agreements are meeting the agreed upon outcomes and expectations of the Innu, identifying shortcomings and designing action plans to correct and overcome identified inadequacies.
- Working with other branches of IDLP to maximize benefit to the organization and further overall strategic goals.
- Provide support to Innu representatives sitting on the respective boards of IDLP joint ventures, providing information and advice to ensure representatives can knowledgeably represent the Innu in the discussions and decisions of the joint venture.
- Seek out and actively work to establish new business partnerships related to emerging opportunities as well as those that further the business interest of IDLP.
- In advance of building new partnerships, conduct the proper analysis of the opportunity and each potential partner in order to establish the proper and most beneficial fit for IDLP examining such aspects as capacity, impact on Innu lifestyle, financial benefit, long-term growth, etc.
- Actively working with the Mushuau Innu First Nation (MIFN) and Sheshatshiu Innu First Nation (SIFN) economic development officers to create strategic plans for economic development within Natuashish and Sheshatshiu.

- Based on available opportunities, create plans that build and acquire businesses that create new revenue sources and increase additional employment opportunities over the long-term.
- Create yearly operational plans identifying activities that advance the outcomes of the organization's strategy.
- Provide timely reports on all activities.
- Build business networks that expand the business opportunities for the Labrador Innu.
- Perform other duties as assigned.

**QUALIFICATIONS:**

- Graduated from a recognized university or college with a degree or diploma related to the field of work, or an acceptable combination of education, training and or experience.
- Experience in building and/ or maintaining business partnerships.
- Experience in the development of strategic business plans and developing networks.
- Knowledge of Innu culture, traditions and customs.

**DEADLINE:** Open until filled

Please apply in confidence to General Manager of IDLP, **Melissa Adams** by Email: **madams@innudev.com**. Please note that only those candidates selected for an interview will be contacted.