

Position Profile

Managing Director, Canada

Calgary or Edmonton, Alberta

The Opportunity

As a member of the Invest Alberta Corporation (IAC) team, reporting to Chief Operating Officer, you will collaborate with the senior management team and sector leaders to foster business success for the province. You will ensure that IAC's presence in all markets operates soundly and effectively coordinates and facilitates across all service delivery models on its human physical and financial resources. You will liaison with key stakeholders and develop business networks in the regional market while managing a team that builds awareness, the sales funnel and provides exceptional client management. This is an important role as you will serve as a key representative in advancing and upholding the reputation of the Corporation with key decision-makers and policy influencers, acting in accordance with the IAC's values and vision.

The ideal candidate must reside in market (Calgary or Edmonton) and has a working knowledge of Alberta's business and investment landscape as well as working knowledge of the Alberta value proposition. You will manage sector leaders on to attract businesses and investment to Alberta by developing highly creative outreach strategies that are aligned with the mandate and business plan of IAC.

Primary duties will include:

- Advancing IAC's investment objectives and leading the Canada-based investment team towards successful completion of these objectives.
 - Providing leadership, strategic direction, and coordination to IAC's efforts to increase awareness of Alberta as an important investment destination and promote opportunities in priority sectors.
 - Providing leadership and expertise on developing relationships with IAC's target clients to increase awareness and interest in investing in Alberta.
 - Working closely with all IAC team members, partners and stakeholders to create and execute a cohesive investment attraction strategy.
 - Maintaining a strategic view of the organization while ensuring team accountabilities are met.
 - Promoting investment to Alberta by:
 - identifying and building relationships with business entities and investors to promote IAC's mandate;
 - providing intelligence, advice and introductions to Alberta companies or organizations looking for investment partners.
 - Identifying and addressing advocacy opportunities and challenges, developing strategies and plans and ensuring coordinated approaches to IAC messaging and communication strategies.
 - Proactively leading a team of experts in connecting and building strong relationships with potential investors.
 - Display business acumen by using limited information to make strategic decisions that align with organizational goals and stakeholder expectations.
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- Manages issues with a solutions oriented mindset, which helps drive high-value, high-impact investment decisions.
 - Creation and management of departmental budgets.

Team Coordination duties will include:

- Act as a resource to the entire Invest Alberta team.
- Lead, guide, direct and evaluate the work of the Investment Services team.
- Provide ongoing coaching, mentorship and training to provide support to direct reports in their development
- Working collaboratively with all internal staff, and with other Provincial and local representatives in the market.
- Providing the tools needed for staff to successfully perform in their roles.
- Providing support to team members in reaching objectives provided within the Business Plan.
- Actively building and maintaining an inviting company culture.
- Supporting initiatives and objectives of IAC by working closely and collaboratively with Invest Alberta on:
 - gathering and disseminating information and market intelligence on agreed upon sectors of priority;
 - building knowledge of trends and opportunities in the local economy, and
 - establishing local contacts and providing introductions to appropriate stakeholders.
- Developing and maintaining collaborative and consultative relationships and networks with senior representatives of Invest Alberta, other Alberta ministries, foreign governments, the private sector and stakeholder organizations with interests in Invest Alberta's mandate.
- Providing support to the team; working to prevent and solve problems which may arise from working relationships among individuals and/or teams.
- Staying current by continuously updating job and industry knowledge - exhibiting a keen desire to self-develop and improve.
- Acting as a brand ambassador and ensure brand reputation is upheld internally and externally.
- Other duties as required.

Qualifications

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- Bachelor's degree in related fields of study
 - Ideally, a minimum of 15 years in client relationship management, professional services, business development, team leadership
 - Strong leadership capabilities
 - Excellent relationship management skills while keeping organizational objectives top of mind
 - Superior written and verbal communication skills
 - Demonstrated creativity and critical thinking abilities
 - Strong negotiation skills
 - Ability to work with technological applications relating to daily tasks
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- Strong detail-orientation and top-level self organization
 - Ability to perform multiple tasks simultaneously
 - Comfortable in managing uncertainty, and working in and defining problems in an ambiguous environment
 - Willingness to work at odd times to support the international nature of the work
 - Possess reliable problem-solving ability

About the Organization

Invest Alberta Corporation (IAC) works directly with investors to attract high-value and high-impact investments to the province. With 11 international offices located in key markets around the world, we bring industry, government partners, and economic organizations together to offer seamless services that make it easy for investment to flow into the province. With a strong entrepreneurial culture, we are taking new and innovative approaches to investment attraction.

The Government of Alberta established Invest Alberta as a Crown corporation to promote Alberta as an investment destination, generate leads and cultivate investor and partner relationships, and provide support services to high-impact and high-value investors.

Our clients come from a wide variety of backgrounds, and so do we. Invest Alberta Corporation is proud to be an equal opportunity workplace. In recruiting for our team, we welcome the unique contributions that you can bring in terms of your education, culture, gender, race, sexual orientation, religious or ethnic backgrounds or physical abilities.

How to Apply

Interested in being a part of a new, dynamic organization that was designed to have a positive impact on Alberta's future? If you are looking for an exciting and unique opportunity, to make a difference, and make connections while earning a competitive salary with comprehensive benefits, apply by email, including a cover letter, resume, and salary expectations to:

hr@investalberta.ca

Closing Date: Until suitable candidate is found.

Thank you for your interest in IAC.

Only those candidates selected for interviews will be contacted. No phone calls please.

To learn more about IAC & this position please visit: investalberta.ca
