

## Position Profile

### Chief Corporate Development Officer

Calgary or Edmonton, Alberta

#### The Opportunity

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Invest Alberta Corporation works directly with investors to attract high-value and high-impact investments to the province. With teams in Calgary and Edmonton along with 11 international locations in key markets, we bring industry, government partners, and economic development 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.

Our clients come from a wide variety of backgrounds, and so do we. Invest Alberta Corporation is proud to be an equal opportunity and inclusive 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.

The Chief Corporate Development Officer will support Invest Alberta's strategy to attract high-value, high-impact investment to provide long-term economic value to Albertans by ensuring Alberta is a top destination of choice for investment.

Reporting to the CEO and serving on the Executive Leadership Team, the Chief Corporate Development Officer will foster a partnership-approach with stakeholders, building a high-performing corporate culture, and execute a customer-centric strategy built on:

- A compelling Alberta brand and a respected corporate reputation;
- Leading an ecosystem of collaborative relationships internally and externally; and
- End-to-end client solutions to bind investors to Alberta.

The Chief Corporate Development Officer will work with a variety of stakeholders, internally and externally, to ensure:

1. Alberta is a top destination of choice for investment;
2. Investors have a professional and collaborative experience with Alberta;
3. Quality leads and referrals continually grow the pipeline of investment prospects; and
4. Invest Alberta becomes a community of passionate, service-oriented people who embody Alberta's entrepreneurial spirit.

The Chief Corporate Development Officer will model the organization's values and be a key figure in building and sustaining the Corporation's reputation. Functional responsibilities include: Board, government and stakeholder relations; reporting; market research and insights; Salesforce optimization; marketing and communications; global and industry partnerships; and human resources management (people & culture).

The successful candidate will have experience providing strategic direction, advice, and assistance to senior leaders. You bring a strong understanding of how the Alberta and other levels of government in Canada operate. You are a collaborative team member with a proven

record of building strong, authentic relationships. Previous exposure to Alberta's legislative process, policy, and programs is an asset. Additional qualifications include:

- Undergraduate degree in business, public administration, political science, international relations or a related field.
- 10 years directly related experience, and 5 years in a leadership position.
- Demonstrated ability to lead change through a proactive and strategic approach and to be decisive while executing on strategy.
- Proven ability to understand system dynamics to build a strong, functional team.
- Demonstrated ability to initiate activity and follow through on commitments, bring closure to initiatives, and manage several time-sensitive tasks concurrently.
- Ability to work productively and collaboratively across a broad spectrum of interests and levels within the IAC ecosystem.
- Exceptional communication skills with strong listening skills; able to influence to drive change and achieve business outcomes.
- Critical thinker and problem solver; strong analytical skills.
- Strong service orientation.
- Demonstrated accountability, commitment and strong organizational and leadership skills.

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## About the Organization

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## How to Apply

Invest Alberta has engaged the Executive Search Firm, DHR Global to manage this search. To explore this exciting opportunity further, please contact the DHR Calgary Office at 403-410-6700 or submit your resume to [npariseau@dhrglobal.com](mailto:npariseau@dhrglobal.com).