

Position Profile

Manager, Market Intelligence

Calgary or Edmonton, Alberta

The Opportunity

As a member of the Invest Alberta Corporation (IAC) team, reporting to the Director, Corporate Development, you will lead a team collaborating with groups nationally and internationally to source, analyze, and interpret data that aids in the identification of business development opportunities for Invest Alberta activities. You are seen as a key resource to drive insights that assist in decision making and for developing value propositions, marketing initiatives, and business strategy. You will actively engage with various internal and external stakeholders including Government of Alberta departments and agencies and various regional development groups to continue to build a compelling story that supports our collective vision and mission.

You are a solutions-focused with a knack for analyzing issues and finding solutions. You are keen to use cutting-edge tools and novel strategies to source key information and evidence to support findings. The ideal candidate is organized, can handle many diverse projects at once, and is unfazed by the need to meet changing and tight deadlines, effectively delegating to get the work done. You stay informed about issues, trends and policies, both internal and external, to ensure that research meets the organizations evolving needs. You can juggle working with multiple teams with diverse needs and priorities. You possess exceptional attention to detail, strong interpersonal communication skills - both written and oral, and seek to develop high quality content that communicates the data and findings into a compelling story for the audience. You have in-depth qualitative and quantitative research expertise from a combination of both education and work experience.

Primary duties will include:

- Participating in and leading a team that gathers and shares market intelligence and develops a deep understanding of Alberta's economy and the global foreign direct investment landscape.
 - Conducting social and economic reviews of urban and rural areas to provide insights into and encourage appropriate industrial and commercial investments and development.
 - Providing intelligence and presenting market analysis and research in a concise manner appropriate to your internal and external audiences, including leaders at all levels.
 - Independently managing and coordinating all aspects of the qualitative research process, including research design, analysis and interpretation of results, and delivery of presentations.
 - Effectively communicate expert knowledge of relevant research and market intelligence to internal and external audiences through a variety of communication channels, including but not limited to op-eds, social media posts, panel discussions, etc.
 - Working as part of a team to identify, assess, and address investment related issues.
 - Identifying competitor jurisdiction's offerings, value propositions, marketing activities, and any other relevant competitive intelligence.
 - Managing a portfolio of market analysis projects and ad-hoc information requests.
-

-
- Establishing on-going working relationships with the investment attraction team, municipal and federal partners, government agencies, post-secondary institutions, and professional organizations to gather relevant information and intelligence and respond to challenges.
 - Providing objective and accurate advice and information to the Director and senior executives based on extensive intelligence gathering.
 - Exemplifying continuous improvement and relentlessly create high quality deliverables.
 - Preparing reports, research papers, briefing notes, educational texts, and/or articles. Other duties as assigned.

Team Coordination duties will include:

- Acting as a resource to the entire Invest Alberta team.
- Developing, maintaining, and strengthening professional working relationships across the organization and its partner network.
- Working collaboratively with others, forging connections.
- Discreetly handling confidential information and data – adhering to privacy and confidentiality at all times.
- Actively supporting 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.
- Leveraging technology to improve organization, communication, and efficiency.
- Understanding the Company’s business model, how to create value and how change impacts all areas of the organization; being a positive change agent.
- Actively building and maintaining an inviting company culture.

Qualifications

- Master’s degree with a concentration in Business, Economics, Statistics, or a related discipline is considered an asset.
 - Ideally, a minimum of 8 years’ related experience in data, research, and/or economic analysis.
 - At least 2 years of team leadership experience in a related role.
 - Experience conducting both qualitative and quantitative research, including a demonstrated ability to execute across the life cycle of a qualitative research project for all manner of clientele.
 - Knowledge of the economic, political and business environment of Alberta.
 - Excellent problem solving, critical thinking and analytical skills with experience assessing and resolving complex project challenges.
 - Advanced proficiency with MS Office Suite and SharePoint.
 - Ability to manage multiple projects and diplomatically respond to conflicting priorities, requests, and timelines.
 - Superior writing, copy-editing, fact-checking, and verbal communication skills.
 - Proven research skills with an ability to communicate key findings to a non-technical audience.
-

-
- A high degree of self-motivation, constantly developing new ideas and keeping up with industry developments.
 - A strong vision and desire for personal growth.
 - Experience with programming languages such as R or Python would be an asset, though training will be provided.

About the Organization

Invest Alberta Corporation (IAC) works directly with investors to attract high-value and high-impact investments to the province. 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.

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: Open until a 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
