



Client Engagement / Business Development Executive
Pay Band 5-6
(\$56,524 to \$87,360 per annum)
Open Competition
Northern NB (Edmundston, Bathurst, or Belledune area)

Proactive • Professional • Accountable • Client Focused

Opportunities NB (ONB) is New Brunswick's lead business development corporation working with companies inside and outside the province to drive economic growth and job creation in the province. A nimble, results-driven and client-centric organization, ONB is a Crown Corporation, strategically led by a private sector Board of Directors, made up of business leaders from New Brunswick companies and academia. ONB believes strongly in the future of New Brunswick and since its inception on April 1, 2015, has successfully been the catalyst for competitive and innovative economic growth and job creation for the benefit of New Brunswick today and for generations to come.

Recognized as one of Canada's Most Admired Corporate Cultures for 2018 and recognized as one of Atlantic Canada's Top Employers for four consecutive years, in 2017, 2018, 2019 and 2020, ONB is seeking an experienced and exceptional Client Engagement & Business Development Executive to join the Investment & Trade Team, in its Edmundston Regional Office. Join a dynamic team of business professionals who are passionate about growing New Brunswick's economy, are committed to giving back to the community, and value making a difference.

Love where you work. Love what you do. Come work for us.

Who are you?

- You have a post-secondary degree preferably in Business Administration or Commerce. An equivalent combination of education, training, and experience may be considered.
- You are passionate about growing New Brunswick's economy and are positive about the province's future.
- You have a strong sales background with a reputation for achieving results.
- You thrive on making connections and closing the deal.
- You are adept at building internal and external relationships and are recognized for your influencing skills.
- You are able to effectively contribute fresh ideas and innovative solutions for your organization and your clients.
- You are an effective communicator, adept at presenting detailed factual and conceptual information on issues that require explanation and interpretation.
- You enjoy collaborating with a dynamic team and are continuously seeking ways to add value and improve.

- You are at your best when you are challenged and thrive on getting results.
- You value recognition, giving back to your community and comradery with your colleagues.
- You work hard and are fun to have around.
- It would be considered a bonus if you have:
 - a. Experience in sales and account management
 - b. Experience working with companies to help them achieve their outcomes
 - c. Extensive knowledge of the region, job market, and government organizations
 - d. International business development experience

As a Client Engagement & Business Development Executive, you will:

- Report to the Manager, Client Engagement & Investor Immigrant
- Maintain an extensive network of available talent, professional recruiters, partners and educational institutions to meet your client's needs.
- Develop and maintain comprehensive knowledge of targeted business sectors, companies and regions.
- Develop and implement coordinated strategies to secure new investment to New Brunswick within defined sectors.
- Proactively generate new leads and move them through the sales cycle.
- Identify new opportunities through client after-care.
- Diligently maintain CRM to ensure an accurate single book of record of all leads and opportunities.
- Assist in the preparation and delivery of proposals, presentations and promotional events.
- Maintain current knowledge of talent acquisition partner programs. Provide HR capacity to clients through workshops, business outreach and ongoing communications.
- Promote and advocate for the retention, repatriation and attraction of talent to New Brunswick.

Language:

Written and spoken competence in French and English is required. ***Please state your language capability.***

Operational requirement:

This position is located in Northern NB, with travel within the province and work beyond regular business hours (8:15 a.m. - 4:30 p.m.) on occasion.

What can ONB offer you?

- Comprehensive benefits package which includes paid vacation, Health and Dental Plan, Life Insurance, and the New Brunswick Public Service Pension Plan.
- Career growth, development and continuous learning opportunities.
- Opportunity to be involved in ONB events that give back to our community.
- Positive and inclusive work culture.

How to apply?

- Candidates are required to demonstrate on their applications how, when, and where they have acquired the qualifications and skills required for this position.
- Resumes should be in chronological order specifying the beginning and end dates in month and year format for all completed education and employment including part-time and full-time employment.
- ***Please ensure that preferred language for assessment is identified on your resume.***

Apply on-line at www.ere.gnb.ca, by email to humanresources@onbcanada.ca, or by mail to the address below by **October 25, 2020** indicating competition number: **R50-2020/21-662**.

Place 2000
ONB Human Resources
4th floor, 250 King Street
Fredericton, NB E3B 9M9

We thank all those who apply however only those selected for further consideration will be contacted.

Candidates registered with the [Equal Employment Opportunity Program](#) and veterans, who demonstrate they are among the most qualified, shall be given preference at the time of appointment.

This competition may be used to fill future vacancies at the same level.