

**Director, Business Growth**  
**Pay Band 8**  
**(\$111,280 to \$125,346 per annum)**  
**Open Competition**  
**Fredericton**

*Integrity • Professionalism • Excellence*

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.

ONB has been recognized as one of Canada's Most Admired Corporate Cultures in 2025, named one of Atlantic Canada's Top Employers for nine consecutive years (2017–2025), and received Atlantic Business Magazine's Employers of Diversity award (2022). We are seeking a Director to join our Business Growth team. If you are passionate about growing New Brunswick's economy, giving back to the community, and making a meaningful impact, we encourage you to apply.

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

**Who are you?**

- You have a minimum of 7 years' experience in at least two of the following: banking, business expansion, entrepreneurship, international sales, and business consulting.
- You have a post-secondary degree, preferably in Business Administration, Commerce \*\* An equivalent combination of education, training, and experience may be considered. \*\*
- You are passionate about growing New Brunswick's economy.
- You have assumed progressively senior work experience in the public or private sector.
- You excel at building relationships and are recognized as a people leader who understands the importance of engaging, enabling and empowering employees.
- You are an effective communicator, adept at presenting detailed factual and conceptual information on issues that require explanation and interpretation.
- You are a skilled negotiator, creative problem solver and have well-developed influencing skills.
- You are recognized for your attention to detail, organization skills and ability to prioritize, monitor and manage multiple deliverables.
- You thrive on contributing fresh ideas and innovative solutions for your team and clients.
- You recognize and consistently meet the unique needs of your clients – and your clients agree!
- You are at your best when you are challenged and thrive on delivering results.

### **As Director, Business Growth at ONB, you will:**

- Report to the VP of Business Growth.
- Lead the Business Growth team and work closely with senior colleagues across the organization.
- Manage a team of Business Development Executives (BDEs) located in Fredericton, Saint John, St. Stephen.
- Provide strong operational and performance management including setting objectives, priorities and measures, and managing employee performance, budget and KPIs.
- Develop solutions that are relevant in a SME business environment.
- Champion a business advisory culture within the Business Development team whereby BDEs are equipped to understand business and operational challenges and work with their clients to scope and advance solutions that meet the business and growth objectives of ONB.
- Establish and build strong, positive and collaborative working relationships with key stakeholders and partners inside and outside of government.
- Develop and manage strategic and operational process and policy improvements to increase the efficiency and effectiveness of the Business Development team; improve client experience, reduce turnaround time, and optimize support to companies.
- Maintain a high level of expertise and knowledge of industry best practices and trends.
- Work in collaboration with all ONB teams to ensure alignment on Export initiatives, Talent Growth, Supply Chain, Investment and Finance, positioning ONB to achieve corporate KPIs.

### **Language:**

Written and spoken competence in English is required.

### **Location and hours:**

This position will be based in **Fredericton, with an expectation for travel to regional and satellite offices on a regular basis to connect with clients, employees and regional partners.**

### **What can ONB offer you?**

- Comprehensive benefits package which includes paid vacation, Health and Dental Plan, Life Insurance, and the Public Service Shared Risk Pension Plan
- Career growth, development and continuous learning opportunities
- Opportunity to be involved in ONB events that give back to our community
- If approved, and after three months of onboarding, hybrid work arrangements are possible.
- 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 by email to [humanresources@onbcanada.ca](mailto:humanresources@onbcanada.ca), or by mail to the address below by **March 20, 2026**, indicating competition number: **ONB-26-02**.

Place 2000  
ONB People & Culture  
4<sup>th</sup> floor, 250 King Street  
Fredericton, NB E3B 9M9

***We thank all those who apply however only those selected for further consideration will be contacted.  
This competition may be used to fill future vacancies at the same level.***