

**Export Development Executive
Pay Band 5
(\$67,600 to \$94,406 per annum)
Open Competition
Fredericton, Saint John, Moncton, Bathurst, or Edmundston**

Professionalism • Integrity • 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 an Export Development Executive to join our Export Development 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 at least six (6) years of private sector experience in business including sales prospecting, market and business development planning and customer relationship building and retention. Experience within the defence and security field is considered vital
- You have a post-secondary degree, preferably in Business Administration or Commerce ***An equivalent combination of education, training, and experience may be considered***
- You have a strong business development background and are passionate about growing the province's economy
- You have a strong understanding of international business practices and standards, most notably in the field of exporting
- You have well-developed influencing, consultative, engagement, and relationship management skills
- You have proven project management skills including, planning, budgeting, establishing objectives, implementing and measuring outcomes and reporting results
- You place high value on teamwork; you are adept at leading but equally comfortable being part of a team
- You have strong experience in defense and security, with deep knowledge of Canadian and global ecosystems, including:

- Extensive industry network, including key companies, primes, and stakeholders
- Solid understanding of defense supply chains, procurement, and governance frameworks
- Insight into sector dynamics, major players, and market opportunities
- Proven ability to engage industry and government partners to drive growth

As an Export Development Executive at ONB, you will:

- Report to the Director of Export Development and play a key role in helping New Brunswick companies build their exporting capacity and develop new markets for their products and services
- Act as export advisor to new and experienced exporting firms
- Remain apprised of sector trends globally, regulations, customs/tariffs and non-tariff barriers and of sector capabilities within NB
- Connect companies with partners and business prospects through leading strategic market development activities such as trade missions, trade shows, incoming buyers and partner visits, and tailored business opportunity development
- Develop strong working relationships with Canada's Trade Commissioners related to assigned sectors, ONB partners, and in-market consultants and resources including buyers/distributors/industry contacts and associations in our priority markets
- Provide timely and expert advice to companies, colleagues, ONB leadership and various partners in relation to the development of export readiness training programs, export development strategies, specific company objectives, and identification of innovative market development approaches
- Represent ONB on sectoral Federal/Provincial/Regional and internal committees and working groups
- Prepare internal reports, briefings and other updates as required, including effectively using a CRM tool to support internal transparency and collaboration on opportunities and company accounts

Language:

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

Location and hours:

This position will be based in **one of ONB's Regional Offices (Fredericton, Saint John, Moncton, Bathurst, Edmundston)**. The successful candidate is required to travel both domestically and internationally and work beyond normal business hours (8:15 a.m. - 4:30 p.m.).

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, or by mail to the address below by **May 25, 2026**, indicating competition number: **ONB-26-06**.

Place 2000
ONB People & Culture
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.
This competition may be used to fill future vacancies at the same level.