



## Vice President, Business Growth

Opportunities New Brunswick (ONB) is New Brunswick's lead business development agency, helping businesses grow, innovate, compete, and expand into new markets. A provincial Crown corporation guided by the values of Professionalism, Integrity, and Excellence, ONB supports companies through integrated services including navigation support, business growth programming, productivity and supply chain optimization, and export market development. ONB works with entrepreneurs, SMEs, scaling firms, and established industry leaders to build a competitive, resilient, and future-focused provincial economy. ONB has been recognized as one of Atlantic Canada's Top Employers for nine consecutive years, from 2017 - 2025, and is a recipient of the Waterstone Human Capital 2025 Canada's Most Admired Corporate Culture Award.

ONB is seeking an experienced and exceptional Vice President of Business Growth to 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. Reporting to the Chief Executive Officer, the Vice President, Business Growth (VP) is a key member of ONB's senior leadership team. This role leads the strategy, programs, and partnerships designed to support New Brunswick businesses as they scale, innovate, adopt technology, strengthen productivity, and expand their operations within the province. The VP oversees a broad portfolio, including business advisory services, sector development initiatives, entrepreneurship support, innovation partnerships, supply chain development, and initiatives designed to enhance productivity and competitiveness.

The VP leads and mentors a team that ensures New Brunswick companies have the tools, resources, and connections needed to succeed and grow sustainably. Working in close alignment with ONB's leadership as well as an extensive network of partners, the VP fosters cohesive, end-to-end pathways for companies striving to grow and to be more productive. As a senior advisor, collaborator, and ambassador, the Vice President informs economic priorities, strengthens partnerships, and advances initiatives that deliver measurable and lasting economic impact.

The successful candidate brings more than 10 years of progressive leadership experience in economic development, business development, or industry, with deep knowledge of New Brunswick's economy and sector opportunities. They will have a bachelor's degree in business or a related field, and are an effective communicator in both of New Brunswick's official languages. They are recognized as an exceptional people leader who understands the importance of coaching, mentoring, enabling, and empowering teams. The VP possesses a strong team-based approach and enjoys working with a variety of partners and stakeholders, demonstrating strong relationship skills. A collaborative and strategic leader, the VP is passionate about growing the province's economy and is skilled at building partnerships, navigating complexity, and driving measurable results.



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To learn more about Opportunities New Brunswick please visit: [Opportunities NB- New Brunswick's Business Accelerator](#)

Royer Thompson is committed to presenting a diverse and inclusive roster of candidates to our clients. We welcome and encourage applications from the following underrepresented groups: Indigenous persons, racially visible persons, persons with a disability, women, and persons of a minority sexual orientation and/or gender identity. If you are a member of one of these underrepresented groups, we invite you to self-identify on your cover letter or resume.

ONB will provide accommodations to applicants with disabilities. If you require an accommodation(s) to participate in the application, interviewing or selection process, please contact Georgia Jones [gjones@royerthompson.com](mailto:gjones@royerthompson.com)

Please submit a combined resume and cover letter online by clicking "Apply." For further information about this opportunity, please contact Greg Dickie [gdickie@royerthompson.com](mailto:gdickie@royerthompson.com) or Erica Pirnie [epirnie@royerthompson.com](mailto:epirnie@royerthompson.com) in confidence.

Royer Thompson is a Canadian executive advisory firm focused on capturing the full potential of people in pursuit of leadership and organizational excellence.

