

**Senior Lead, Defence Investments  
Pay Band 8-9  
Two Year Contract  
Open Competition  
New Brunswick**

*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, comprised of business leaders from New Brunswick. 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).

ONB is seeking to hire a senior-level resource on a two-year contract to support the provinces' growing defence and security portfolio. The position will be filled by an individual with strong connections and an established network within the Canadian Defence ecosystem, including the Department of National Defence (DND), the Canadian Armed Forces (CAF), Defence Industrial Agency (DIA) and/or Innovation Science and Economic Development Canada (ISED).

As a Senior Lead, Defence Investments, you will position the Province of New Brunswick as a credible partner within the national and global defence industry. You will provide strategic guidance and advice to senior decision makers as you identify and advance defence investment opportunities that contribute to New Brunswick's economic growth, strengthen the province's defence ecosystem, and support Canadian sovereignty objectives.

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

**Who are you?**

- You have a relevant post-secondary degree
- You have assumed progressively senior work experience in the public or private sector
- You have strong experience in defence and security (10 years+), 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
- You have a strong business development background

- You have well-developed influencing, consultative, engagement, and relationship management skills
- You place high value on teamwork
- You are at your best when you are challenged and thrive on delivering results

**In this role, the successful candidate will:**

- Provide expert advice and strategic recommendations to senior leadership on how to strengthen and grow the province's defence industry
- Foster and maintain positive and collaborative relationships with federal department, military leadership, industry stakeholders and national defence organizations
- Identify and develop opportunities for investment, procurement, innovation, and supply chain that align with provincial priorities
- Monitor emerging trends, legislation and developments in the defence and security environment and assess potential impacts on organizational operations and strategic objectives
- 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 New Brunswick, with expectations to travel to Ottawa as required. 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](mailto:humanresources@onbcanada.ca), or by mail to the address below by **August 6, 2026**, indicating competition number: **ONB-26-12**.

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.*