



JOB POSTING: KEMC Business Development Manager

DATE POSTED: November 15th, 2024

APPLICATION DEADLINE: Friday, November 29th, 2024

Kahkewistahâw Economic Management Corporation (KEMC)

Location: Remote

Reports to: Chief Executive Officer (CEO)

Job Type: Full-Time

About Us:

Kahkewistahâw Economic Management Corporation (KEMC) is dedicated to promoting sustainable economic growth, enhancing employment opportunities, and fostering long-term prosperity for the Kahkewistahâw First Nation community. We seek to build a resilient and thriving economy by supporting business initiatives that align with Indigenous values, culture, and vision for the future. We are now searching for an experienced Business Development Manager to join our team and help drive our mission forward by identifying and cultivating new business opportunities.

Job Overview:

The Business Development Manager will play a critical role in advancing the economic interests of KEMC by developing strategic partnerships, promoting local business initiatives, and expanding our community's economic footprint. This position requires a candidate with a deep understanding of Indigenous culture and business practices, along with a passion for creating positive, long-term economic impacts for the Kahkewistahâw First Nation.

The ideal candidate will have a proven track record in business development and will collaborate with various departments to generate measurable results. They will need to implement effective growth strategies, build and maintain strong client and partner relationships, and identify new business ventures that align with the corporation's mission and values.

Objectives of the Role:

- **Strategic Growth Planning:** Develop, implement, and oversee business strategies that prioritize long-term growth, community well-being, and customer satisfaction, while upholding Indigenous values.
- **Client Relationships:** Maintain and strengthen professional relationships with clients, stakeholders, and partners to ensure ongoing collaboration and mutual benefit.
- **Community Integration:** Ensure that all business ventures align with the cultural values and needs of the Kahkewistahâw First Nation, contributing to local employment and business opportunities.



- **Training & Development:** Coach and mentor the business development teams to improve their skills, strengthen their client interactions, and deliver excellent results.

Key Responsibilities:

1. **Research & Industry Analysis:** Conduct thorough research to understand industry trends, market opportunities, and challenges, providing actionable insights to drive KEMC's business objectives forward.
2. **Partnership Development:** Build strategic partnerships with external businesses, organizations, and government bodies that support KEMC's mission and foster economic growth.
3. **Collaborative Strategy Meetings:** Participate in high-level business development meetings with internal stakeholders, including department heads and community leaders, to align on goals and strategies.
4. **Legal & Contractual Review:** Review all partnership contracts to ensure they meet KEMC's legal, financial, and ethical standards.
5. **Client Relations:** Engage with clients and potential partners to respond to inquiries, address concerns, and build long-lasting, mutually beneficial relationships.
6. **Community Impact Assessment:** Ensure that all business ventures and partnerships are aligned with Indigenous principles, positively impacting the Kahkewistahâw First Nation community.

Skills and Qualifications:

- **Business Development Expertise:** Strong understanding of business strategies, partnership building, and revenue-generation techniques.
- **Cultural Sensitivity:** Deep respect for and knowledge of Indigenous culture, values, and business practices, with a commitment to community-led economic growth.
- **Client & Stakeholder Management:** Ability to maintain and nurture long-term client and partner relationships that align with KEMC's mission.
- **Project Management:** Exceptional project management skills to oversee various business ventures and ensure timely, successful execution.
- **Communication Skills:** Strong verbal and written communication skills, with the ability to present ideas clearly and persuasively to a variety of audiences.
- **Financial Acumen:** Ability to assess financial data to enhance sustainable development and growth.
- **Problem-Solving Abilities:** Effective decision-making skills with a proactive approach to overcoming challenges.



Preferred Qualifications:

- **Experience Leading Teams:** Previous experience managing or mentoring teams, especially in business or economic development settings.
- **Negotiation & Networking:** Strong networking skills to build valuable relationships, along with sharp negotiation abilities to secure favorable contracts and partnerships.
- **Indigenous Business Experience:** Prior experience working with Indigenous communities or in Indigenous-led economic development projects is highly desirable.
- **Educational Background:** A degree in Business Administration, Marketing, Finance, or a related field is preferred.

Why Join KEMC?

This is an opportunity to play a meaningful role in driving economic growth that benefits the Kahkewistahâw First Nation community. As a Business Development Manager at KEMC, you'll work in a dynamic, mission-driven environment, collaborating with a passionate team dedicated to supporting Indigenous-led economic success. KEMC provides a competitive salary and comprehensive benefits plan for health, dental and life, including a matching pension up to 8%.

Please submit a cover letter and resume to: jdelorme@kemcdevelopments.com by Friday, November 29th.

To find out more about Kahkewistahâw Economic Management Corporation, visit our website: kemcdevelopments.com