

Business Development Manager, Agriculture Calgary Economic Development

Calgary Economic Development (CED) is an opportunity-maker, helping to spark and fuel Calgary's economic growth. Our job is to connect people with resources that can help them grow their careers or businesses, thrive in new locations or markets, and feel at home in our community. We offer a wealth of information to help everyone succeed and we tirelessly promote Calgary, in Canada and around the world. We are exhilarated about our role in shaping and sharing Calgary's story and we're proud to be part of the energy.

Job Summary

As part of Calgary Economic Development's Business Development team, this position will support business retention, expansion, and investment attraction to the Calgary region. Working closely with businesses and leaders in industry, this position will promote the story of Calgary's digital transformation and innovation within our priority industries.

Calgary Economic Development is seeking a Business Development Manager for the Agriculture industry. The role requires proactive engagement with local and international agriculture companies to promote Calgary as a preferred destination for foreign direct investment.

Let's Talk About You

You are a results-driven business development professional who discovers opportunities, can build strong client relations, and can close a deal. You have a passion for Calgary and are excited at the prospect of working on projects that build on the energy of our community. You are collaborative and thrive in a fast-paced environment, can manage multiple projects with ease and are energized by business travel. You have a knowledge of and passion for Alberta's agriculture sector.

Key Responsibilities

Strategic Business Development/Sales- 80%

Leads CED's efforts, in collaboration with industry and the region, to promote Calgary to companies locally and around the world. Identifies and facilitates expansion, attraction and relocation of businesses within the industry.

Prepares and assembles customized investor attraction packages and business cases and coordinates targeted responses to specific projects and customer requests. This may include referrals to industry and government contacts, arranging meetings with key industry executives, delivering in person or virtual presentations to key decision makers, providing information on available real estate properties, or providing market intelligence to potential investors/companies.

Manages a healthy and active funnel of investment opportunities. Follows up on leads and reports activity in the corporate CRM weekly. Assists in the development, recruitment and execution of incoming and outgoing investment/trade missions.

Works closely with CED's Client Excellence team in support of client requests for real estate and workforce development support.

Sector/Ecosystem Development 20%

Builds strategic partnerships with local business leaders and other key stakeholders to gather the best possible corporate market intelligence. Initiates market development programs to profile Calgary's strengths in the agriculture, life sciences and other industries and to key global markets.

Initiates, leads and manages special projects designed to advance the industries and to engage/recruit local companies. This may include the activation at major conferences, advocacy strategies and new initiatives for the organization.

Highlights business success stories and industry developments to be communicated to key clients via Calgary Economic Development marketing initiatives.

Industry Knowledge and Relationships:

- Knowledgeable in the agriculture industry.
- Strength in network building with key business contacts and staying current with industry trends in Calgary and region, as well as internationally.
- Takes a leadership role in the industry by identifying key issues that impede growth and providing solutions to overcome impediments.
- Maintains a strong relationship with relevant City of Calgary departments and fully understands the building approval process as it relates to office and industrial development.

Education:

- Bachelor's degree in economics, marketing, commerce, business administration, sciences.
- Education/training in economic development will be considered an asset.

Experience:

- Minimum five years' experience in a Business Development role during which professional capability has been clearly demonstrated. Experience within the agriculture industry, managing enterprise accounts while not required, will be a key asset for these roles.
- Experience working in a professional organization and establishing key relationships with senior executives within SMEs, large corporations, government, or industry associations.
- Knowledge of local and international issues, strong skills in international relations and an understanding of cross-cultural and cross-sectoral business practices.
- Thorough, practical understanding of the application of sound basic business principles.

Note: An equivalent combination of education and experience may be considered.

Key Competencies:

- Demonstrated understanding of, and effectiveness in, sales from lead generation through to complex deal strategy. Must be committed to providing a high degree of customer excellence.
- Must be flexible, high energy and passionate about the role economic development can play in Calgary's future.
- Demonstrated knowledge of the local and international industry ecosystem ability to build relationships with key international stakeholders (government/agency/associations).
- Proven project management skills with the ability to multi-task several projects at once.

- Decision making capability to source and select appropriate projects for Calgary Economic Development and deliver timely results in a responsible and accountable manner.
- Exceptional organizational, administrative and computer skills.
- Effective at working independently and as a member of a team with an ability to collaborate, seek input from and build consensus across all business units.

Unique Working Conditions:

This type of work doesn't always happen between 9 and 5. This position may require long and/or irregular hours including attendance at business functions and special events. The successful candidate works effectively within a team environment and maintains composure when under pressure. The successful candidate must be able to balance and prioritize demands for information from a variety of sources, both internal and external, and deal effectively with politically sensitive as well as confidential information. This role will require international travel, up to 30% of the time. This position requires the use of a personal vehicle.

To Apply

Interested candidates should submit their cover letter and resume in confidence by **8am November 8, 2021** at:
<https://calgaryeconomic.bamboohr.com/jobs/view.php?id=114>