



**BIMOSE**  
TRIBAL COUNCIL

HEAD OFFICE:  
Washagamis Bay 38A  
P.O. Box 1200  
Kenora, Ontario  
P9N 3X7

CENTRAL OFFICE:  
598 Lakeview Drive  
Kenora, Ontario P9N 3P7  
Ph: (807) 468-5551  
Fax: (807) 468-3908

### **EMPLOYMENT OPPORTUNITY**

#### **Business Development Manager (Heavy Construction) One Year Term Contract**

**Program: Economic Development**

**LOCATION: Kenora Office**

**BACKGROUND:** Bimose Tribal Council Inc. is an Anishinaabe organization that is owned by and serves 10 First Nations in Northwestern Ontario. Bimose provides a diverse and growing array of advisory and professional Services including services in the following areas: First Nations Governance, Education, Economic Development, Financial Management, Technical Services, and Community Capital Planning.

In 2016 the 10 First Nations formed a Limited Partnership. The partnership was formed to “make investments in and undertake the business, ownership, operation and lease of assets and property in connection with business ventures and all activities ancillary and/or incidental thereto and to promote and advance the economic and social well-being of persons of Anishinaabe origin who are members of the First Nations which comprise the Bimose Tribal Council.”

In 2018 Bimose completed a feasibility study which focused on the heavy construction industry. The study recommends construction advisory services quickly growing to a Construction LP based on the availability of impending projects.

**POSITION SUMMARY:** The Business Development Manager will be responsible for the planning, development, growth, and profitability of the Construction LP.

The Business Development Manager will have strong leadership and team building skills with a solid record of accomplishment and have the ability to work effectively in an entrepreneurial environment. The Business Development Manager will have demonstrated experience in developing effective business development strategies that open new opportunities to generate revenue and profitability. Experience in project management is a requirement of the position. Experience in managing projects between First Nations and industry partners is considered a substantial asset.

The Business Development Manager will work with Bimose communities to solicit ideas, share information, and ultimately advance projects in the construction industry. The Business Development Manager will play a vital role in forging positive working relationships between First Nations and industry leaders.

#### **KNOWLEDGE, SKILLS AND ABILITIES:**

- A natural self-starter, ability to work proactively
- Ability to think creatively and work well independently and within a team environment
- Strong aptitude for strategic networking and relationship building
- Excellent business acumen and understanding of what a business needs to succeed
- Excellent communicator, including presentation, listening and writing skills

#### **EDUCATION AND EXPERIENCE:**

- Bachelors or Master's degree in a business-related field
- Minimum 5-7 years professional experience in areas related to construction
- A successful track record of strategic business development
- Computer literacy/proficiency with Microsoft Office products

#### **EARNING POTENTIAL:**

\$70,000.00 up to \$100,000.00/year commensurate with education and experience

#### **OTHER REQUIREMENTS:**

- Willingness and ability to travel
- Driver's License and access to a vehicle

Along with their resume and cover letter applicants must submit three references with at least one from their last place of employment. The application must be submitted by Monday November 19, 2018 at 1:00 p.m. CST.

**PLEASE SUBMIT APPLICATION BY MAIL (marked as confidential), E-MAIL, IN PERSON, OR FAX  
TO:**

**Bimose Tribal Council Inc.  
Attention: Human Resources  
598 Lakeview Drive.  
Kenora, ON. P9N 3P7**

**Telephone: (807) 468-5551 ○ Fax: (807) 468-3908 ○ e-mail: [reception@bimose.ca](mailto:reception@bimose.ca)**

Late applications will be returned. Only those applicants selected for an interview will be contacted.

*Repost November 5, 2018*