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## Position Profile

### Director Business Development, Agriculture

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Seeking a Director Business Development. Located in either Calgary or Edmonton.

#### The Opportunity

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***Are you an experienced business development professional with knowledge of the agriculture and agri-food sector? Are you looking for a unique opportunity to draw agri business leaders to Alberta? Have your past roles honed your skills in utilizing cutting edge tools and strategies to attract business leaders? Can you make deals happen, are you intuitive in terms of the right amount of detail and how to recognize a superior lead and how to close a deal? Are you a savvy relationship builder who can collaborate with a wide range of people from various backgrounds and cultures? Have you worked collaboratively with marketing and corporate specialists in pulling pitches together? Can you work under tight timelines and delegate appropriately to get the job done? As a senior member of the team, you will report to the VP, Business Development and your key duties will include:***

- Identifying and qualifying potential Investors and investment opportunities and converting leads to opportunities and closing deals.
- Building strong connections and collaborative relationships across the organization and externally to secure, retain and expand Investment in Alberta and to provide consistent service to Investors supporting them in making Investment decisions and achieving success.
- Recommending to senior leadership strategies and tools for agriculture and agri-food investment attraction in the province.
- Managing a portfolio of accounts and providing high-quality and responsive service to investors around the world to assist them in making final investment decisions.
- Locating, evaluating, and recruiting potential investors and qualified leads to ensure a substantive opportunity pipeline.
- Supporting the promotion of Alberta agriculture and agri-food opportunities and success stories.
- Developing an in depth understanding of prospects and gathering and sharing market intelligence with the team and government.
- Serving as the knowledge base and problem solver for agriculture and agri-food Investors and managing interactions in a positive and professional manner.
- Traveling to destinations to generate leads and meet with investors.
- Assisting other team members where agriculture and agri-food are considerations as required.
- Creating proposals and pitches for investors by working collaboratively with the team including marketing, corporate affairs, and other departments.
- Negotiating Memorandums of Understanding and Letters of Intent.
- Issues management.

#### About the Agency

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Invest Alberta Corporation (IAC) works directly with investors to attract high-value and high-impact investments to the province. With 11 international offices located in key markets around the world, we bring industry, government partners, and economic organizations together to offer seamless services that make it easy for investment to flow into the province. With a strong entrepreneurial culture, we are taking new and innovative approaches to investment attraction.

The Government of Alberta established Invest Alberta as a Crown corporation to promote Alberta as an investment destination, generate leads and cultivate investor and partner relationships, and provide support services to high-impact and high-value investors.

Our clients come from a wide variety of backgrounds, and so do we. Invest Alberta Corporation is proud to be an equal opportunity workplace. In recruiting for our team, we welcome the unique contributions that you can bring in terms of your education, culture, gender, race, sexual identity, religious or ethnic backgrounds or physical abilities.

**Qualifications:**

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Ideally you will have a degree or graduate degree in a related field, combined with a minimum of six years of progressively responsible and diverse business development or international investment experience with a focus on agriculture and/or agri-food in a professional environment. Your experience will demonstrate superior project management skills and reflect your ability to write and create complex and compelling proposal. You also have experience in working with client relationship management systems and you already have an established network that you can utilize and access to ensure your success. You also have demonstrated knowledge of international business, social protocol, and cultural etiquette. Fluency in other languages would be considered an asset. Equivalencies will be considered. A valid passport and the ability to travel is required.

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**How to Apply:**

Interested in being a part of a new, dynamic organization that was designed to have a positive impact on Alberta's future? If you are looking for an exciting and unique opportunity, to make a difference, and make connections while earning a competitive salary with comprehensive benefits, apply **in the strictest of confidence**, by email, and include a cover letter and resume, and your salary expectations to:

Justin Archer

VP, Business Development

Email: [hr@investalberta.ca](mailto:hr@investalberta.ca)

**Closing Date: Monday, October 18, 2021**

Thank you for your interest in IAC.

Only those candidates selected for interviews will be contacted. No phone calls please.

To learn more about IAC & this position please visit: [investalberta.ca](http://investalberta.ca)