



Are you a creative, sociable, and results-oriented business development leader passionate about supporting local business in Winnipeg, but looking for a refreshingly different work environment?

JOIN OUR CHAMBER TEAM

Well, The Chamber is looking for a Vice President, Business Development to lead and support our Membership and Sponsorship teams in creating and connecting business to the next level of value for the community's largest and most respected business organization.

If you're positive, driven, and up for a fun, fast-paced and fulfilling career, we encourage you to keep reading...

WHAT IS THE CHAMBER?

Simply put, The Chamber is the gathering place for the business community. Founded in 1873 and Winnipeg's largest business association with 2,000 companies, representing close to 90,000 employees, we help build strong connections, provide leading resources and events, and in turn help businesses grow.

It's important for us to mention, we are committed to creating a diverse, equitable, and inclusive workplace that represents the diversity of our community and encourages a variety of ideas, thoughts, and perspectives, where contributions are valued and everyone feels respected, welcomed, and has the opportunity to grow.

WORKPLACE CULTURE IS A PRIORITY

If you ask anyone on our Chamber team, they will tell you the workplace culture at The Chamber is...different. In a good way!

We're a small but mighty team of amazing people, running over 100+ events a year and dozens of dynamic business programming and resources. With that said, the health, safety, and happiness of our staff are essential, we highly encourage a work-life balance, and our active Social Committee ensures we have the perfect balance of work and play - from surprise care packages, summer picnics, holiday parties, and experience-based activities (by the way, how good are you at Escape Rooms?).

ABOUT THIS UNIQUE OPPORTUNITY

- The Vice President, Business Development
 - provides the vision, leadership, and strategies to support The Chamber's goals: to sustain and grow its membership and sponsorship program through new member growth and existing member retention; to develop and grow new revenue streams; and, to achieve revenue targets.
 - oversees the Chamber's sponsorship inventory and serves as the primary liaison between The Chamber and its various community investors



- creates collaborative strategies, action plans and partnerships to increase membership sales and high value sponsorship opportunities
- provides leadership, strategic direction and operational oversight to the Membership and Sponsorship team
- builds and nurtures strong relationships with Chamber partners
- works with senior leadership team to ensure existing and new Chamber programs and services meet the needs of a diverse and changing business community

MORE DETAILS

- Monday to Friday, minimum 37.5 hours a week (50% remote work policy in effect)
- May be required to work overtime and evenings; flex hours should be utilized
- A competitive total compensation package (yes, we know compensation requests are increasing; luckily, the successful candidate will be charged with creating the revenue needed).

WHAT WE'RE LOOKING FOR

The ideal candidate will possess many, if not all, of the following qualifications (we encourage individuals to apply even if you don't check all these boxes, because new opportunities should help us grow our skills and experience):

- Post secondary degree in business administration, sales and marketing
- Exceptional interpersonal and communication skills, in particular negotiation and relationship-building and development
- Experience in a charity/non-profit or membership-based organization
- 5-7 years of proven sales management experience at a senior level
- Experience working with volunteers and/or in a volunteer capacity
- Professional, positive, and results-orientated with strong organizational skills, and the ability to multi-task and work effectively under pressure to meet deadlines
- Demonstrated experience working in a collaborative environment where teamwork and self-motivation are necessary for success
- Must possess a passion for Winnipeg as a place to live and do business
- Demonstrates a commitment to valuing and promoting respect, equity and inclusion while committing to continuous learning

HOW YOU CAN APPLY

All qualified applicants/persons are invited to apply, and we especially welcome applications from Indigenous peoples, women, racialized persons, 2SLGBTQ+ persons, and persons living with a disability(s).

Please submit your cover letter and resume to Michelle Orellana at morellana@winnipeg-chamber.com by April 29, 2022.

We are committed to creating an inclusive, barrier-free recruitment and selection process, and work



environment. If we contact you for an interview, please provide us with your accommodation support requirements during the recruitment process. All information received in relation to accommodation will be kept confidential.

We appreciate the interest shown by all applicants; however, only candidates selected for an interview will be contacted.