



MANAGER OF BUSINESS DEVELOPMENT MISSISSAUGAS OF THE CREDIT BUSINESS LP

Summary

The Manager of Business Development supports the growth and long-term success of Mississaugas of the Credit Business LP (MCBLP) by identifying and advancing strategic business, investment, and partnership opportunities that align with organizational and community priorities. Working closely with the Director of Business Development and senior leadership, this role leads market research, relationship development, and the coordination of business initiatives to support informed decision-making and successful project execution.

Reporting

The Manager of Business Development reports to the Director of Business Development.

Work Location

This position is based at the corporate office of MCBLP located at 78 1st Line, New Credit Retail Plaza, Mississaugas of the Credit First Nation Hagersville, Ontario.

Essential Duties and Responsibilities

Business Development

- Identify, research, and evaluate business, investment, and partnership opportunities aligned with MCBLP's strategic priorities.
- Conduct market research, environmental scans, and industry analysis to support informed decision-making.
- Maintain and actively manage a portfolio of prospective opportunities, tracking progress, risks, and outcomes.
- Monitor industry trends, economic developments, and funding opportunities relevant to MCBLP.

Reporting

- Support the preparation of reports, briefing notes, presentations, and recommendations for senior leadership and the Board of Directors.
- Track and report on the status of business development initiatives and projects, including timelines, milestones, and risks.
- Maintain accurate records, documentation, and tracking of business development activities, opportunities, and outcomes.
- Ensure opportunities and projects are documented, evaluated, and presented in accordance with the MCBLP Business Approval Framework and internal processes.

Coordination of Technical Support/Advisory Services

- Coordinate and support the engagement of external consultants, advisors, and technical specialists involved in business development initiatives.
- Monitor deliverables to ensure alignment with project objectives, timelines, and expectations.

- Liaise between external advisors and internal stakeholders to support effective communication and project execution.
- Support the procurement and onboarding of advisory services, as required.
- Work collaboratively with the Director of Business Development to ensure advisory services align with organizational and project priorities.

External Relations

- Develop and manage relationships with partners, government agencies, financial institutions, consultants, and other stakeholders.
- Represent MCBLP at meetings, networking events, conferences, and community engagements, as appropriate.
- Support and participate in partnership discussions and negotiations in coordination with the Director of Business Development.
- Maintain and strengthen relationships with existing partners while identifying opportunities for new collaborations.
- Promote MCBLP's business interests in a manner consistent with its values, community priorities, and long-term goals.

Education and Experience

Candidates with a relevant combination of post-secondary education and work experience are invited to apply for this position.

Minimum Requirements:

- Post Secondary Education in business or commerce.
- Five (5) years of indigenous/industry partnership development experience

Candidates with any combination of the following knowledge are encouraged to apply:

- Business/Partnership development best practices
- Understanding of public/private sector partnership considerations, and community governance, history, culture, and traditions of First Nations and preferably the Mississaugas of the Credit First Nation

Skills/Abilities

- Market Research, Networking and Public Speaking
- Strong communication and interpersonal skills
- Proficiency in MS Office, including but not limited to, Word, Excel, PowerPoint, Outlook
- Ability to multi-task and work productively in an evolving workplace environment
- Ability to work with minimal supervision in an entrepreneurial setting
- Ability to maintain confidentiality and use discretion as required
- Quickly learn new skills and adapt to changing business needs.
- Ability to promote and participate in a safe, healthy, and respectful working environment

Salary

\$60,000 - \$90,000 Depending on Experience

Additional Considerations

IMPACT OF ERROR

Error in judgement may lead to loss of credibility, poor public relations, public confidence and misinformation resulting in embarrassment and potential liability to MCBLP.

CULTURE

The purpose of MCBC is to create economic benefits, employment for community members and generate wealth for the Mississaugas of the Credit First Nation (MCFN). MCBLP will pursue economic self-sufficiency without sacrificing the cultural values and integrity of the MCFN.

All candidates are encouraged to apply. Applicants from Mississaugas of the Credit First Nation and other First Nations will be given preference to deliver services in a First nations Community.

MCBLP is an equal opportunity employer, committed to workplace diversity and provides accommodation for applicants with disabilities throughout the hiring process. If you require accommodation, please contact Human Resource

Apply

If you are interested in bringing your experience and passion for this role to MCBLP, please email your covering letter and resume in complete confidence by 4 pm July 24, 2026, to humanresources@mncbc.ca.