

CREE  
REGIONAL  
ECONOMIC  
ENTERPRISES  
COMPANY  
(CREECO)  
INC.



COMPAGNIE  
DES ENTREPRISES  
CRIES DE  
DÉVELOPPEMENT  
ÉCONOMIQUE  
(CREECO)  
INC.

*Please post.  
Thank you!*

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## EMPLOYMENT OPPORTUNITY

**Position:** Business Development Liaison

**Location of Work:** Ouje-Bougoumou (QC)

### NATURE OF WORK

Under the direct supervision of the Chief Operating Officer, and in close collaboration with the Presidents of the Subsidiary companies, the Business Development Liaison is responsible for analyzing business documents and reviewing potential projects for consideration by CREECO and its subsidiaries. The incumbent also performs administrative duties, including writing reports, and developing the business and marketing strategies for CREECO and its subsidiaries.

### GENERAL DUTIES AND RESPONSIBILITIES

- Collaborate in business development related activities within CREECO and its subsidiaries, understanding the links between the companies and the shareholders;
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Collaborates with Presidents in developing negotiating strategies and positions by studying integration of new venture with existing company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Protects organization's value by keeping information confidential.
- Keep skills up to date by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Analysis on the viability of business proposals from proponents.
- Participate and assist in coordinating the annual planning sessions of CREECO and its subsidiaries; ongoing status updates on progress in developing strategic objectives.
- Collaborate and present to the Business Development Committee on the outcome of business analysis; and
- Upon request, present to the Board of Directors any recommendations being proposed.

### GENERAL CONDITIONS AND QUALIFICATIONS

- The successful candidate must have a University Degree or Cegep diploma in the related field of business, however, an educational shortfall could be substituted with pertinent experience;
- Position is open to all with a preference to Cree beneficiaries;
- Must have experience/knowledge in analysis of business proposals;
- Use of computers and software such as Microsoft office;
- Excellent written & spoken English language skills;
- Knowledge of Cree and/or French would be an asset;
- Must be willing to take training as required;
- Willing to travel;
- Excellent understanding of the Cree Nation, CREECO, the companies and their industries will be expected of the successful candidate
- Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism.

CREECO offers a competitive salary, an excellent benefits package that includes: group insurance, pension plan, special allowance and subsidized housing. **DEADLINE: May 24, 2019 at 5:00 p.m.** Please send application with resume to the attention of:

**Mr. Derrick Neeposh, President, CREECO** at the mailing address below or via email: [emark@boc-creeco.ca](mailto:emark@boc-creeco.ca)

*Note: Interviews will be scheduled for Monday, June 3, 2019.*