



Manager, Industry Engagement and Strategic Partnerships

About BC Coastal Pilots

The BC Coast Pilots Ltd. (BCCP) is a shareholder-based private company located in Vancouver BC, Canada, and have been providing safe passage for ships along BC's Pacific coast for the past 51 years. The BCCP provides expertise in the safe movement of shipping through local knowledge by ensuring excellence in pilotage that enhances trade and protects human health, property and the environment as well as public and economic interests. A Marine Pilot is a licensed professional who uses their expert knowledge of local waters to direct the navigation of a vessel through BC's ports and waterways using the safest route.

As the company continues to grow, we are now looking to add further expertise to the team and are seeking a **Manager, Industry Engagement and Strategic Partnership** to support the Board of Directors with forming and maintaining relationships within the marine industry and all levels of government. This new position will be working directly with the Board of Directors, who oversee the 130 Marine Pilot employee shareholders with their mandate of providing exceptional pilotage service to the marine shipping and cruise industries. The position is full-time and will work out of the Downtown Vancouver office. Allowing for work/life balance, the position may have the flexibility to work remotely from a home office for part of the week. Some travel will be required.

Position Overview - Industry Engagement & Strategic Partnerships

Reporting to the Board of Directors and with the company goals and values in mind, the Manager- Industry Engagement & Strategic Partnerships will play an integral role with the planning, coordination of events and activities, and communicating with external stakeholders. The aim is to foster positive relationships on behalf of the company shareholders who are also the marine pilot employees of the BC Coast Pilots Ltd., with key decision makers within the marine industry and various levels of government. This new position will conduct research to ensure that BCCP stays current with ever-changing regulations, standards and practices related to marine pilotage on the West Coast.

The right individual will have some knowledge of pilotage requirements and services in Canada, preferably on the West Coast.

Specific Responsibilities:

Reporting to the Board of Directors, the Manager, Industry Engagement & Strategic Partnerships will:

- Develop and deliver strong, inclusive and proactive communications strategies and programs, in concert with the Board and BCCP Committees.
- Identify potential strategic partners, assess their overall alignment with BCCP, evaluate and recommend the benefits of potential new partnerships.
- Engage with the appropriate persons, companies, and governments on behalf of BCCP with an aim to enhance and build strong relationships.
- Manage the dissemination of information as required to industry, media and government and other relevant external stakeholders.
- Identify and provide mitigation strategies for unforeseen and/or rapidly unfolding events that may negatively impact relationships between BCCP and external stakeholders.
- Conduct research on trends in the marine industry and pilotage specifically, and gather information, prepare documents, briefs and reports for the BCCP Board and relevant committees.
- Research and document the corporate history on behalf of the Pilot Shareholders to assist the Directors in their duties, such as during times of contract negotiations.
- Make presentations to government and other individuals and organizations.
- Connect with coastal communities to foster positive relationships and communicate the role of coastal pilots.
- Work with the Board and any assigned BCCP Committees to ensure the success of partnership and/or engagement initiatives and, provide support as needed to any assigned to committees.

The Manager, Industry Engagement & Strategic Partnerships is a new position, and the job description will be further refined, in consultation with the successful candidate in the first three months of employment.

Qualifications & Experience:

- A bachelor's degree in business, marketing, communications or a related field.
 - AND/OR -A degree in related discipline or/ an equivalent combination of education, training and experience.
 - Knowledge of or a sound working understanding of the marine industry, preferably on the West Coast of BC is a significant advantage.
 - Minimum 5 years in partnership management, business development, or related roles with a track record of successfully establishing and maintaining strategic alliances.
 - Strong strategic thinking abilities, including the capacity to analyze industry trends and potential opportunities for collaboration.
 - Ability to prioritize tasks, strong time management skills with a proven ability to meet deadlines.
 - Excellent communication skills, both written and verbal.
 - Enterprise Risk Management experience an asset.
 - Proven ability to maintain confidentiality and handle sensitive information with discretion.
 - Experience working with a Board of Directors is preferred.
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- Eligible to work in Canada.
- Previous experience within the marine industry highly preferable.

About You:

You are:

- A strong, considerate leader with an entrepreneurial focus.
- Someone who can work independently with minimal supervision.
- A dynamic, inclusive leader, with experience to quickly establish rapport and credibility.
- Are skilled at finding creative solutions to issues and challenges.
- Enjoy gathering and analyzing data, research, and market trends.
- Respectful and skilled at bringing groups with various stakeholder viewpoints together.
- Results oriented, successfully bringing projects and tasks to conclusion.
- Have a reputation for uncompromising professional integrity and personal values, working in an inclusive environment.

Compensation Package:

- Base salary \$175,000. - \$195,000. per year, wage to commensurate with experience
- Comprehensive Benefits package
- Vacation allocation starting at three (3) weeks
- Opportunity for professional development and continuous learning

How To Apply:

Qualified applicants are encouraged to apply in confidence to twowillowsconsulting@gmail.com with a covering letter and resume that clearly outlines their education and experience required of the position, as well as your salary expectations **By August 23, 2024.**

BCCP is an equal opportunity employer, and all candidates will receive the same consideration, based on their skills and experience, without regard to race, color, religion, sex, sexual orientation, gender identity, national origin or disability.

We thank all applicants who apply; however, only those selected for consideration will be contacted.
