

Manager, Business Development

Reporting to the Chief Business Development Officer, the Manager, Business Development is responsible for planning, assessing, and integrating new regulated and unregulated initiatives across the ENWIN Group of Companies. This role engages with community partners, prospective companies, and government agencies to evaluate opportunities and provide recommendations to senior leadership and the Board. The Manager, Business Development will also oversee financial planning and operational budgeting, contract development, procurement activities, and performance monitoring, ensuring alignment with corporate strategy and investment priorities.

As the primary corporate contact for ENWIN's affiliate companies, the successful candidate will support Board governance, ensure compliance with relevant legislation, and prepare reports and presentations for internal and external audiences. This position plays a critical role in driving strategic initiatives, supporting continuous improvement, and fostering cross-functional collaboration to strengthen organizational efficiency and growth.

The successful applicant must have the following qualifications, skills, and competencies:

- Minimum of five (5) years' experience providing support to a management team and senior executives with involvement in business development, or governance ideally in utilities, energy, or public-sector organizations.
- Post-secondary degree in Engineering, Business or related field. A college diploma with 10+ years of directly relevant experience may also be considered.
- Strong background in financial management, budgeting, and contract administration.
- Knowledge of applicable legislation including the Ontario Business Corporations Act and the Municipal Act.
- Proficiency in Microsoft Office Suite, SAP, and multimedia tools.
- Strong interpersonal, communication, and relationship-building skills, with proven ability to work collaboratively with senior leaders, Boards, and external stakeholders.
- Ability to provide after-hours support as required.
- Valid driver's license.

If you have the qualifications and are interested in applying for this position, please forward a copy of your resume in confidence to Melina Grande, Talent and Operations Manager, Logic Executive Search and Workplace Solutions at melina@logicexecutivesearch.com. Applications are being accepted until **Friday, October 24th at 5:00 pm.**

We thank all those who apply for this role, however, only those selected for an interview will be contacted.

For more information on the ENWIN Team, please visit their website at <https://enwin.com/>

ENWIN believes there is significant value in the diversity within our workforce and we are committed to continually enhancing and improving diversity and inclusion throughout our organization. As an equal opportunity employer, we encourage all qualified individuals to apply for employment opportunities and

believe that strength flows from our individual differences and enables us to effectively serve our community.

Logic Executive Search and Workplace Solutions is committed to providing accessible employment practices that follow the Accessibility for Ontarians with Disabilities Act and the Ontario Human Rights Code. Should you require accommodation during any phase of the recruitment process, please let our recruitment team know.