



Aquaculture Technical Business Expert Job Posting

We are seeking two Aquaculture Technical Business Experts to join our team. Both positions will work closely with our Executive Director and the Director of Development to meet our mission “To promote and assist the development of First Nations’ aquaculture that respects and supports First Nation communities, culture and values.”

We want to continue to grow this exciting, sustainable industry within BC, Alberta and Canada’s North. To do this we require the expertise of business development, aquaculture and First Nations consultation related to economic development in order to expand or create new aquaculture businesses.

About the Association

The Aboriginal Aquaculture Association (AAA) is an association headquartered in Campbell River, BC. It is a sectoral organization designed to assist, support and facilitate the meaningful participation by First Nations in sustainable aquaculture development. We support the economic viability of aquaculture to diversify and strengthen local and regional economies of First Nations. Check out this progressive association at www.aboriginalaquaculture.ca.

AAA is designated as the organization to provide overall leadership to these two positions. Together, all the roles will form the Business Development Team as part of the Aboriginal Aquaculture in Canada Initiative (AACI). This initiative is being funded through the Federal Framework for Aboriginal Economic Development Strategic Partnership Initiative (SPI). It was launched with the objective of supporting Aboriginal communities and entrepreneurs from across Canada to prepare viable aquaculture business development plans and bring them to fruition.

Your Position

In this position as the Aboriginal Aquaculture Association Aquaculture Technical Business Expert (ATBE), you will support the Executive Director and the Director of Development with accountability for working hand-in-hand with interested Aboriginal communities in BC, Alberta and Canada’s North. You will assume a key leadership role in assisting Aboriginal communities and entrepreneurs with the planning, development and implementation of economic development opportunities in the Aquaculture sector. Your

success will be based on the ability to provide advice and assistance in the areas of business planning, management and development, related specifically to aquaculture including developing functional and effective networks with related stakeholders.

You will be one of two Aquaculture Technical Business Experts hired/contracted by AAA to work in BC, Alberta and Canada's North. You and your team member will be encouraged to support the work of the other ATBE, however you will remain accountable for your individual results. Overall, there will be five such roles across Canada who will be networked and encouraged to participate as part of the nationwide Aboriginal Aquaculture Business Development Working Group.

If you have a passion for business development, a knowledge of aquaculture and experience with First Nations consultation and diverse stakeholder relations this could be the perfect role for you. This position has the following basic characteristics:

- This full time position is located in Campbell River, BC at the AAA office
- It will commence as soon as the successful applicant is available, expected to be in May 2016
- There is frequent travel required in order to establish and maintain successful relationships with First Nation community leaders and entrepreneurs
- Candidate must be able to work away from home as the role will involve frequent overnight travel, evening and potentially some weekend work

Your Accountabilities

You will provide valuable economic development services to interested Aboriginal communities to help them to identify opportunities, prepare viable business plans, to implement those plans then provide ongoing support to ensure that the businesses developed remain viable, sustainable and have an opportunity to grow. The highlights of your roles and responsibilities are listed here:

- Under the direction of the AAA - Director of Development, undertake an assessment of aquaculture opportunity development for individual First Nations or groups, then hold meetings to schedule for preparing and implementing business opportunity development plans.
- Assist in building capacity at the community level
- Develop business opportunity plans and implementation strategies for interested communities or First Nation entrepreneurs from planning through to coaching, researching and identifying supporting resources or services
- Develop networks supportive of Aboriginal economic development in the aquaculture sector, including but not limited to Federal or other funding agencies, development officers, academia, regulators, and industry
- Evaluate progress and reporting within the regional development team as required

- Participate in the national Aboriginal Aquaculture Business Development Working Group
- Prepare reports for the AAA and the Department of Fisheries and Oceans as required.

Your Qualifications

You will have:

- A degree from a University in Science or Business or equivalent (experience).
- Extensive background and direct experience in the technical and business aspects of Aquaculture and an in-depth understanding of the issues and challenges facing the development of opportunities in this sector.
- Above average writing skills.
- Knowledge of Aboriginal culture.
- Proven experience developing business plans, their implementation and experience providing after care support.
- An ability to travel frequently within the service region.
- Self-motivation and ability to work independently.

In addition, candidates applying for the available positions would benefit from having:

- A post-graduate degree in Science, Business, Aquaculture or a related field.
- Working knowledge of the business support programs of federal and provincial government departments and agencies and the requirements for (aquaculture) project funding.
- Knowledge of state-of-the-art performance standards and rural community development best practices.
- Well-honed interpersonal and communication skills to provide the sensitivity and relationship building skills required to work collaboratively at all times.
- Experience working with First Nations and Aboriginal communities.

We are confident that our compensation will be competitive for the ideal candidate's experience and education. Interested candidates are encouraged to apply by sending your resume and cover letter including three references, plus weblink to your LinkedIn profile to info@aboriginalaquaculture.com by May 8, 2016

We wish to thank in advance all applicants however only those selected for interviews will be communicated with directly.