# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
Toll Free Phone: (866) 225-9067
Toll Free Fax: (877) 825-7564
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Keewatin, ON  P0X 1C0

# Job Board Posting

Careers.Indigenous.Link

Date Printed: 2024/03/28

## Indigenous Housing Solutions Specialist, Northern Territories

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|---|---|---|
| **Job ID** | **03-B5-BC-F6-1A-29** | |
| **Web Address** | https://careers.indigenous.link/viewjob?jobname=03-B5-BC-F6-1A-29 | |
| **Company** | Canada Mortgage And Housing Corporation (CMHC) | |
| **Location** | Yellowknife, Northwest Territories | |
| **Date Posted** | From: 2020-09-11 | To: 2020-09-26 |
| **Job** | Type: Full-time | Category: Miscellaneous |
| **Languages** | English Essential | |

**Description**

Sector: Client Solutions
Language Designation: English Essential
Language Skill Levels (Read/Write/Speak): ZZZ
Salary Range: $76087.66 to $95109.58
Position Status: Permanent Full Time
Weâ€™re not your typical government agency
Canada Mortgage and Housing Corporation (CMHC) exists for a single reason: to make housing affordable for everyone in Canada. Weâ€™re mobilizing the expertise and energy of governments, non-profits, lenders, developers, social entrepreneurs and co-ops to create the future of housing. At CMHC, we believe that everyone in Canada should have a place to call home.
Experience a Results-Only Work Environmentâ„¢ (ROWEâ„¢)
At CMHC, we trust you to get the job done. Weâ€™ve shifted from managing people to managing work. Each employee is 100% autonomous and 100% accountable. You can choose where you need to be and when you need to be there to meet your objectives. Youâ€™re in control of your time and are trusted to make the right decisions.
This position reports to the Client Relationships and Operations team in our Office of the SVP, Client Solutions sector. This sector collaborates with our partners to solve housing affordability challenges.
About the role
Weâ€™re constantly evolving to build an inclusive housing system through research, design, innovation and partnerships. You will provide effective management of the delivery of business activities, including federal funding and programs, and other CMHC initiatives and represent CMHC in Government-to-Government relationships. You will provides effective expertise and guidance on a range of housing strategies in support of key clients and their portfolios, including delivery of cross-functional services and initiatives to advance housing outcomes. You will apply sound risk assessment of applications when making funding decisions, including conducting a financial analysis of the housing proponent, assessing market conditions, analyzing the financial, operational performance of the property and determining adequate security. This will help us make housing affordable for everyone in Canada.
What you will need
â€¢ Undergraduate degree in a related field, such as business administration, finance or commerce.
â€¢ Minimum of five years of relevant experience in project development and client relations related to social housing and property management.
â€¢ Experience working with clients in Indigenous communities or the North.
â€¢ Comprehensive understanding of Indigenous and Inuit housing and awareness of social, economic and political trends affecting the provision of housing.
â€¢ Solid knowledge of housing finance, planning, delivery, administration, portfolio management and project maintenance systems, and ability to analyze, reason and work within complex frameworks.
â€¢ Knowledge of CMHC housing programs and services available to develop affordable housing for Indigenous Canadians and in the North.
â€¢ Superior oral and written communication skills, along with excellent negotiation and presentation skills to deliver complex information to a variety of audiences.
â€¢ Demonstrated relationship management abilities and negotiation skills, including persuasive discussions and presentations to small and large groups of senior officials.
â€¢ Political and cultural sensitivity, specifically possess a solid knowledge of Indigenous culture and traditions.
â€¢ Demonstrated ability to identify and foster key partnership relations that will facilitate the achievement of improvement objectives.
â€¢ A valid driverâ€™s license, as this position requires some travel, including site visits.
â€¢ Travel is required throughout assigned region by road and plane.
Additional Assets (if applicable)
â€¢ Strong financial acumen to navigate complex projects involving financial and risk analysis.
â€¢ Specialists have financial signing authority to approve projects with large net loan amounts. This involves review and analysis (underwriting and risk analysis) and potentially has significant financial impact on the corporation.
What you will be doing
Strategic Advice and Guidance
â€¢ Develops and implements a client relations management plan. Executes initiatives and funding, and influences and guides housing strategies for client groups within their portfolio and institutions in order to achieve long-term outcomes.
â€¢ Provides business intelligence, advice and guidance to clients and/or senior management to resolve complex and sensitive issues; including the

provision of training and coaching to internal and/or external clients.
â€¢ Develops transformational housing strategies (local and regional) with client stakeholders that leverages the breadth of products and services available to support long-term housing outcomes.
â€¢ Provides regular guidance and interpretation to address policy and operational issues and program improvements. Works to resolve contentious and complex housing issues directly with stakeholder leadership, bringing in additional internal and external support as necessary.
â€¢ Influences Housing Policy based on in-depth knowledge of clients and market.
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Relationship Management
â€¢ Serves as the lead representative for various levels of government and client stakeholders on behalf of CMHC.
â€¢ Creates and maintains relationships with key clients. Fosters and nurtures high quality relationships with internal and external stakeholders to develop a strong understanding of the business environment and gathers/shares intelligence.
â€¢ Works with clients to develops strategic program recommendations for a portfolio of clients, based on a deep and thorough understanding of their needs.
â€¢ Proactively identifies opportunities and initiatives aligned with client needs.
â€¢ Negotiates, builds relationships and strategizes with stakeholder leadership.
â€¢ Discusses, negotiates and defends funding decisions with various levels of stakeholders and clients. Maintain positive and proactive communications, despite challenges, in order to instill the highest level of trust and confidence in CMHC as well as to demonstrate CMHCâ€™s ability to be supportive of housing needs.
â€¢ Generates awareness of corporate-wide products and services available from the federal government and CMHC that contribute to housing solutions
Analysis, Development and Continuous Improvement
â€¢ Identifies need and responds with the delivery of skills development products and tools. Encourages the proactive sharing of information to build a cohesive awareness and understanding of client and participant compliance issues and associated risks.
â€¢ Engages with other CMHC business lines to resolve complex or sensitive issues and promotes innovation. Analyzes client needs to inform management on the way forward and continuous improvement opportunities.
â€¢ Broadens effective business relationships with relevant industry associations and networks on a continuous basis. Negotiates and implements continuous improvements to products and tools based on the assessment of their impact.
â€¢ Analyzes and reports on client satisfaction through the administration of client satisfaction surveys and business performance analyses, and through monitoring market trends and other key indicators of the operating environment.
â€¢ Analyzes and deploys tactics and strategies on an individual and/or grouped community basis to improve risk performance and financial viability.
People Leadership (Human Relations Skills)
â€¢ Understanding, influencing and/or serving people are important considerations in causing actions or acceptance by others.

**How to Apply**

Does this sound like you
Click the â€œapply nowâ€• button and create an account (it should take about 30 seconds). Weâ€™re excited to hear from you!
Posting closing date: September 25, 2020 @ 11:59 pm EST (Note, the competition may remain active until filled)
Job Requisition ID: 4989
Primary Location: Yellowknife, Northwest Territories
Other Location(s): Iqaluit, Whitehorse, or other locations with access to NWT or Nunavut
Security Requirement: Reliability Status
Travel Requirement: Frequent
We sincerely thank all candidates for their interest, however, please note that only those applicants selected for further consideration will be contacted.

Diversity
CMHC is an employer that values diversity and encourages the learning and use of both Canada's official languages. CMHC is committed to employment equity and actively encourages application from women, Indigenous people, persons with disabilities and visible minorities
*If selected for an interview or testing, please advise us if you require an accommodation.