



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:
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/14

Corporate Partnerships Manager

Job ID	380112-1-4030	
Web Address	https://careers.indigenous.link/viewjob?jobname=380112-1-4030	
Company	Toronto Metropolitan University	
Location	Toronto, ON	
Date Posted	From: 2024-03-21	To: 2050-01-01
Job	Type: Part-time	Category: Education

Description

About Toronto Metropolitan

At the intersection of mind and action, Toronto Metropolitan University (TMU) is on a transformative path to become Canada's leading comprehensive innovation university. Integral to this path is the placement of equity, diversity and inclusion as fundamental to our institutional culture. Our current academic plan outlines each as core values and we work to embed them in all that we do. TMU welcomes those who have demonstrated a commitment to upholding the values of equity, diversity, and inclusion and will assist us in realizing the benefits of embedding these values into the work at every level and in every unit of the university. In addition, to correct the conditions of disadvantage in employment in Canada and to bring lived experiences to the work, we encourage applications from members of equity deserving groups that have been historically disadvantaged and marginalized, including First Nations, Metis and Inuit Peoples in Canada, First Nations Peoples in the United States, racialized people, Black people, persons with disabilities, women, and 2SLGBTQ+ people. Preference will be given to candidates with lived experiences as people from equity deserving groups, as well as experience working with these communities with which the University works every day. Please note that all qualified candidates are encouraged to apply and we welcome newcomers and immigrants to Canada. In April 2022, the university announced its new name of Toronto Metropolitan University. Learn more about our next chapter. The team

The Ted Rogers School of Management at Toronto Metropolitan University (TRSM) is developing collaborative, creative leaders who will drive 21st century business forward while making a positive impact on society. Home to nearly 10,000 students and more than 250 industry-connected faculty, TRSM is Canada's leading diverse, entrepreneurial business school centred in an urban learning environment. TRSM offers 12 Bachelor of Commerce degrees, one Bachelor of Health Administration degree, the Ted Rogers MBA, a Professional Masters Diploma in Accounting, Executive Education courses, a Masters of Science in Management, a Master of Health Administration in Community Care, and a PhD in Management. TRSM is also home to 15 innovative research centres, institutes and labs.

The Opportunity

Are you passionate about developing and nurturing partnerships with various organizations and industry partners so that students at Ted Rogers School of Management can secure meaningful work placements? Do you take pride in the success of students at one of Canada's leading business schools? If this sounds like you, you will want to read on to find out more about the Corporate Partnerships Manager career opportunity at Ted Rogers School of Management.

The Corporate Partnerships Manager oversees and manages business development and corporate partnership activities for assigned client groups in the Ted Rogers School of Management. The Manager would work with a portfolio of Consulting (Deloitte, KPMG, BDO E&Y, etc.) and Banking industry clients. The ideal candidate understands how to manage and enhance relationships with individuals responsible for Campus Recruitment, Work Integrated Learning, and Campus Engagement within these sectors.

They develop and implement initiatives to raise awareness, endorsement, partnership and support among key internal and external constituents for TRSM's priorities and strategic objectives.

The Manager works with the Director, Business Development and Program Engagement to plan, develop, and lead the strategic relationship management with current and potential partners.

Here are some things you can expect to do in this role:

- Develop and execute plans to cultivate and build strong relationships with prospective industry partners and stakeholders for each assigned client area.
- Oversee the business development activities for assigned client area at the Ted Rogers School of Management (TRSM), including growing co-operative education, workforce development and executive education programs.
- Assist the Director with the planning of short and long-term strategic business development goals.
- Oversee the hiring, performance management and development of staff so that their full potential is actualized and their knowledge and skills are constantly updated.
- Contribute to the development of communication materials in partnership with the Executive Director, and TRSM Marketing team to promote programs, special events, initiatives, success stories, news releases etc.

Qualifications

To help us learn more about you, please provide a cover letter and resume describing how you meet the following required qualifications:

- Completion of a post-secondary degree in business or a related field.
- A minimum of 5 years of experience with full scope project management, marketing, business development, and business proposal writing, with at

least 2 years of experience managing staff in a unionized environment.

- In-depth knowledge and understanding of the current issues and challenges of the corporate and executive education industry
- Strong presentations skills to be able to deliver engaging and informative presentations;
- Marketing, interpersonal and relationship-building skills, ability to work collaboratively with internal and external stakeholders.
- Strong knowledge of industry, particularly sectors that align with TRSM undergraduate programs.
- Strong business management and business proposal writing skills;
- Event management skills;

Additional Information

Position Number(s) 20002981

Reports To Director, Business Development and Program Engagement

Department Ted Rogers School of Management

Vacancy Type Term

Employee Group MAC

Work Location Hybrid

Start Date ASAP

End Date 1 year from start date

Hours of Work 36.25

Grade C42

Salary Scale \$67,372 - \$107,621

Hiring Salary Range \$67,372 - \$87,496

TA Specialist Claudiu

Posting Date March 21, 2024

Application Close Date April 2, 2024

Additional Notes:

- Qualified MAC candidates will be considered before members of other employee groups.
- An equivalent combination of education and experience may be considered.
- Applicants who do not meet all of the posted qualifications may, upon the University's sole discretion, be considered to fill a vacancy on an underfill basis.
- Candidates must have a demonstrated record of dependability/reliability and a commitment to maintain confidentiality.
- We encourage all First Nations, Metis and Inuit peoples or Indigenous peoples of North America, to self-identify in their applications.
- As part of the selection process, candidates may be required to complete an occupational assessment.
- Applications will only be accepted online through Toronto Metropolitan University's career site.
- Toronto Metropolitan University is committed to the principles of the Accessibility for Ontarians with Disabilities Act (AODA), and aims to ensure that independence, dignity, integration and equality of opportunity are embedded in all aspects of the university culture.
- We will provide an accessible experience for applicants, students, employees, and members of the Toronto Metropolitan University community. We are committed to providing an inclusive and barrier-free work environment, starting with the recruitment process. If you have restrictions that need to be accommodated to fully participate in any phase of the recruitment process, please submit your request through the AskHR webform. All information received in relation to accommodation will be kept confidential.

For more information, visit Toronto Metropolitan University for Corporate Partnerships Manager