



JOB TITLE: Manager of Business Development

ABOUT NORTH ATLANTIC

North Atlantic is a diverse and growing, province-wide leader in retail gas and convenience, residential, commercial, and wholesale fuels. For over 30 years, we've built our reputation on quality products, extraordinary service and community engagement. With our people first approach, North Atlantic looks for individuals who take initiative and dynamic personalities committed to fostering a strong team environment. We want people who are known for their positive attitude, authentic communications and personal drive. *Great people. Great products.* That's the North Atlantic difference.

For more information about the North Atlantic, please visit www.northatlantic.ca

Position Overview

Reporting to the President, the Manager of Business Development (MBD) will explore and define opportunities for business growth in both new and existing business lines. Availing of North Atlantic resources, the MDB will investigate business development ideas to help the executive team determine which ideas should be discarded, advanced or parked.

The Manager of Business Development will help prioritize the initiatives chosen to be advanced and may lead the development of a business plan or feasibility study. The MBD should also have great energy and a "Can Do" attitude. If you have the drive and experience and are looking for an opportunity to work with a diverse and growing company, please submit your cover letter and resume to North Atlantic.

Duties and Responsibilities:

- Explore and define opportunities for business growth in both new and existing business lines
- Develop initial concept documents that concisely describe the opportunity, the product(s), the market(s), and high-level financial requirements and present these ideas to the executive team
- Where opportunities demonstrate initial merit and viability, the MBD may lead the development of a business plan or feasibility study. Such plans may include:
 1. Background: Origin of the initiative, work to date, a clear description of the opportunity / product offering / business line
 2. Assessment of fit with existing NARL business lines and future plans considering economies of scale, economies of scope, core competencies and capital requirements.
 3. A financial plan that may include proforma balance sheets, income statement, overheads, cash flow schedules, ratio analyses, and supporting schedules for three forecast years. Additionally, working capital requirements to achieve forecast sales; determination of probable break-even point; possible sources of financing (equity, public & private sources); and details of debt servicing.



4. A market assessment which includes an overview of the market and potential, any correspondence from major customers, market research or other gauges of interest; review of competition; pricing issues; revenue model; marketing plan; marketing budget; and revenue targets
 5. An operations and staffing plan including: a review of potential operating models; required staffing and expertise; capital (fixed asset requirements) and costing; potential environmental issues; and start-up/operating schedule
- Other duties as required

Qualifications:

- 5+ years' business development experience
- Completion of College diploma or University degree focused in business, accounting, economics, strategic planning, equivalent education and experience may be considered
- Experience with business analysis and report writing is required
- Working knowledge and experience with Word, Excel and PowerPoint is required
- Experience working in the oil & gas or energy sector would be considered an asset
- Must be able to work independently and as a member of a team
- Should have an energetic personality with a great attitude, show discretion and confidentiality when required

North Atlantic is committed to Employment Equity. Accommodations during the recruitment process are available upon request for candidates with disabilities.

We offer a competitive compensation and benefits package which include Health and Dental, Wellness Program • Short-Term and Long-Term Disability • Life Insurance • Company Pension Plan with employer contribution • Employee and Family Assistance Program • Free on-site parking • Employee engagement activities

If you are a highly motivated team player, have the qualifications, and are prepared to meet the challenges as outlined, apply by submitting your resume and cover letter to careers@northatlantic.ca.

Candidates are encouraged to apply by **4:30 pm Friday October 21, 2022.**