



The Organization

AIOC is a historic game-changer that is a win-win for Indigenous Peoples in Canada and Alberta's natural resources, agriculture, telecommunications, and transportation sectors.

Alberta Indigenous Opportunities Corporation (AIOC) was created to enable greater Indigenous community investment in medium to large-scale natural resource projects that benefit Indigenous communities and the Alberta economy. Many Indigenous communities see sustainable resource development as a key to their prosperity, however, barriers such as access to capital continue to impede their participation. AIOC bridges the gap between Indigenous groups wanting to be commercial partners in natural resources, agriculture, telecommunications and transportation sectors and their financial capacity. With a pledged financial backstop of up to \$1 billion in Indigenous investments, AIOC reduces the cost of capital for Indigenous groups and supports their ability to raise capital to invest in resource projects. More specifically, AIOC provides loan guarantees for approved projects ranging between \$20 million and \$250 million in value, with the loan proceeds to be used by Indigenous partners to acquire equity stakes in low-risk projects, initiatives, or companies.

AIOC is a Crown corporation established through the Alberta Indigenous Opportunities Act and provides practical measures such as increasing access to capital for Indigenous communities, to increase Indigenous investment and participation in Alberta's economy. AIOC provides:

- investment, technical, and financial support for projects that support the responsible development of Alberta's resources; and
- support to projects that will provide a positive return on investments for Indigenous communities and Alberta

For further information about AIOC please visit their website at www.theaioc.com



The Opportunity

Reports to:	Senior Engagement Manager
Location:	Calgary

Mandate

Reporting to the Senior Manager, the Engagement Manager provides leadership in informing the development and implementation of engagement strategies and approaches to build collaborative relationships and maintain communications with Indigenous communities, and a range of diverse stakeholders from centres of influence (e.g., banks,) industry to all levels of government. The Engagement Manager will be directly involved in establishing the platform and overall engagement approach for AIOC to further inform Indigenous groups pursuing economic opportunities that benefit their communities.

The position is a key support to AIOC executives regarding all engagement and communication activities, as well as projects to foster inclusion of Indigenous perspectives on broad AIOC activities. The Manager creates, advises, and presents on engagement plans and other materials (e.g., Indigenous and stakeholder engagement analysis to inform planning; evaluation of approaches, tracking of activities) while developing recommendations to inform planning and project decisions made at executive levels in the organization.

The ideal candidate is a strong leader, thrives in a front facing role, builds structured relationships in communities, and is highly organized to operate in a dynamic, fast paced environment. Leadership and providing professional, client-facing presentation experience is crucial to success in the role.

Key Accountabilities

The position will include the following responsibilities:

Engagement and Relationship building

Planning and implementation

- Lead and promote the development, design, coordination and implementation of engagement and communication approaches to inform a strategic provincial engagement approach
- Develop process, tools, and templates that can be used throughout the engagement planning and implementation processes

Learning, training, and collaboration

- Develop strategies, build relationships, and establish networks with Indigenous peoples and key stakeholders, while working with governing bodies through information sessions, events, forums and training seminars to bring further awareness of AIOC
- Contribute to guidance on protocols to effectively engage First Nations and Métis communities across the province based on sound understanding of their culture and maintenance of trusted relationships, including some diverse and under-represented communities



Evaluation and commitment to continuous improvement

- Apply developmental and continuous learning methods while identifying patterns and creating venues for learning
- Conducting qualitative and quantitative analysis of feedback gathered during various engagement sessions
- Conduct research into matters relating to Indigenous issues and opportunities that emerge through these meetings
- Evaluate strategic communication and engagement outcomes, as well as successes and learnings, while providing options for follow-up/next steps

Strategic Growth/ Business Development

- Coordinate and manage logistics for meetings to ensure information is shared, and engagement is consistent across all communities, settlements, and Indigenous groups
- Coordinate and review engagement plans and provide proactive planning with AIOC team
- Maintain knowledge of current developments and practices of Indigenous groups, industry, governments, and other key stakeholders by creating and maintaining a wide professional network

Why work with us

- Be part of a leading organization that is bridging the gap between Indigenous groups seeking commercial partnerships in major projects to further support the health and well-being of their communities
- Be a leader and driver of ensuring Indigenous communities have profitability to build the infrastructure to live and thrive in their own communities

First Year Deliverables / Measures of Success

Success in the first year will be determined by the candidate's ability to:

- Effectively develop, implement, and monitor engagement planning activities at a strategic and operational level
- Build trust and credibility while strengthening relationships with industries, governments (municipal, provincial, and federal), Indigenous communities, and a range of stakeholders
- Be the driver of information for the organizations strategic plan through proactive actions on all projects
- Take initiative to push the envelope, develop innovative approaches to engagement to move into other areas for further reach
- Through embracing the AIOC mandate, drive the strategic plan forward for the corporation

Candidate Experience

The successful candidate will have the following:

Education

- Bachelor's degree, specializing in Business, Finance or Accounting is considered an asset or a university graduation in a related field (e.g., Indigenous relations, social sciences, public administration, political science, natural or environmental sciences).
- A combination of education and Indigenous work experience may be considered



Experience

- Experience with a Crown corporation, public sector or professional association is considered an asset
- Extensive experience leading the development and implementation of strategic and operational engagement plans including collaborating with Indigenous peoples and communities, industry, and stakeholders with an emphasis on Indigenous economic participation in opportunities
- Demonstrated experience working directly with Indigenous communities and understanding of the related cultural diversity and community capacity
- Demonstrated strong presentation and facilitation skills in a public forum to diverse audiences and to groups with competing interests and priorities
- Experience working in a start-up environment is considered an asset

Competencies and Attributes

- Proven written and oral communication skills to communicate effectively with multiple Indigenous communities and stakeholders in a politically complex environment
- Ability to build and maintain good working relationships and collaborate with Indigenous groups, team members and external stakeholders
- Well-developed decision and conflict resolution skills
- Strong understanding of the history, legal jurisdictions, and current challenges experienced by Indigenous communities as well as such as those involved in economic participation of opportunities
- Strong leadership skills
- A strong political, business, and financial acumen to respond and provide guidance on the viability of new economic opportunities
- Project management skills
- Proven ability to anticipate, assess and adapt to changing priorities
- Creative approach to strategy, tact and problem solving to achieve outcomes and solutions
- Ability to travel to remote communities
- Commitment to client service, confidentiality, discretion, tact, and innovation
- Organizational, administrative and time management skills, including the ability to prioritize multiple responsibilities and meet deadlines

Diversity and Inclusion Statement

Diversity and Inclusion are the foundation for Indigenous prosperity. AIOC is committed to employing and working with people and companies with a wide variety of backgrounds and worldviews. This ensures a diverse and inclusive organization that is effective in working with Indigenous communities, building prosperity, and having a positive impact.

How to Apply

Please send your resume in Word or PDF format to: ltomney@optimumentalent.com. Copy and Paste the following job title and code and place it in the subject line of your email so we can identify the job and confirm receipt of your application:

A024961 (ARHU-674401) Engagement Manager – Alberta Indigenous Opportunities Corporation - AB - Calgary and Area (OTIAPPLY)

Please note that only those candidates meeting the selection criteria, established by our client, will be contacted further.