

The Opportunity

Are you looking for a meaningful position in which to apply your skills in business, design, and aesthetics? Are you looking to contribute your expertise to help lead one of North America's most exciting and creative businesses? Are you looking to join a strong visionary team, carving out a new path in one of Canada's most innovative communities?

The successful candidate will become be an integral player in our continuous creation of new social enterprise opportunities on Fogo Island and beyond, strengthening the impact of social business in Canada and abroad by leading with design.

Job Title:	Business Development Manager	Woodshop on Fogo Island
Place of Work:	Central Canada (ideally Toronto or Ottawa, ON)	Regular travel required

Overall Accountability

Based in the heart of one of our major markets, lead sales and business development for the Woodshop on Fogo Island. Use combined knowledge of design, marketing, and business to identify new customers and markets, nurture relationships, and act as an ambassador for Fogo Island's exceptional, place-specific community and economic development projects, with a strong focus on our furniture and design initiatives.

Major Responsibilities

Reporting to the CEO:

- Responsible for off-island business development and strategic partnerships
- Establish new sales and marketing opportunities in national and international markets
- Lead on design projects and web presence
- Cultivate relationships with key decision makers and influencers in design and interiors industries
- Contribute market knowledge to new product development
- Collaborate with colleagues at Fogo Island Inn to nurture synergies between the two businesses
- Travel and represent the Woodshop at various events (including trade shows, design fairs, etc.)
- Own the effectiveness of CRM initiatives; seek continuous improvement to better the customer experience
- Build strong, responsive relationships with team members and other departments across the Shorefast Group of entities

Skills and Experience

- Ambitious, curious and creative
- Track record of overachievement
- Exceptional storyteller; enjoy speaking with people and sharing the details behind each product
- Strong eye for design and passion for marketing
- Self-disciplined to focus sales efforts and build a new market and partner potential
- Extremely organized and attentive to detail
- Exceptional communication skills
- Knowledge about the high-end furniture industry an asset, both in bricks-and-mortar and online sales
- Proficient in using Office 365 software tools including Microsoft Word, Excel, SharePoint and OneDrive
- Ability to work flexible hours and willing to travel
- Excel in a fast paced and demanding start-up environment
- A passion for community and interest in Shorefast's Fogo Island work

Compensation and Benefits

- Competitive Salary and Benefits package
- Great organizational culture
- Opportunities to advance

About our Organization

The Woodshop on Fogo Island is one of Canada's leading social businesses. Alongside Shorefast's holistic set of initiatives on Fogo Island, the Woodshop is creating local employment while reaching out into global design markets.

The successful candidate will join a committed team and help create business in service of community.

Contact Us

Please submit a cover letter and resume to **careers@shorefast.org** using the subject line **"Business Development Manager"**

For further information visit our websites:

www.fogoislandinn.ca | www.shorefast.org | www.fogoislandarts.ca | www.woodshopfogoisland.ca