

ASSOCIATION FOR CORPORATE GROWTH BRITISH COLUMBIA

Association for Corporate Growth British Columbia (ACGBC) is one of 57 chapters that comprise Association for Corporate Growth Global, an organization with over 14,000 members worldwide that brings dealmakers together to help them achieve their business and professional goals.

Established in 1996, ACGBC is governed by a 12-member Board of Directors (Board) and is the leading organization for mid-market M&A professionals focused on facilitating relationships, educating deal makers on current trends and best practices, and promoting awareness of BC's vibrant deal making community. ACGBC has approximately 250 members and the potential to increase its size through expansion into new geographic areas and by deepening relations with existing member firms. The organization is currently supported by an Executive Assistant based in Toronto and a part-time Event-Manager based in Vancouver.

EXECUTIVE DIRECTOR

ACGBC is seeking to hire its first Executive Director (ED) who will be expected to lead the Association to even greater heights by enhancing the value it provides to its members, strengthening the organization's voice and credibility within the M&A community, and building strategic partnerships. Responsible for the successful management and leadership of the Association, the new ED's responsibilities will include drafting and executing ACGBC's next strategic plan and developing and implementing an operational plan that incorporates goals and objectives aligned with ACGBC's strategic direction.

The new ED will have personal credibility to develop strong relationships with the business community, and well-developed interpersonal and communication skills to drive enhanced recognition of ACGBC's brand, reputation and visibility. A strategic and tactical decision maker, the new ED will take an entrepreneurial approach to identify, negotiate and implement new revenue streams, sponsorships, and partnerships with the end goal of increasing revenue significantly.

Possessing a university degree or diploma in a relevant field, senior leadership experience, strong financial acumen and administrative skills, and exceptional networking, business development and marketing skills, the ideal candidate will have a proven track record of securing event sponsors or increasing revenues through other means. An understanding of the M&A community and a network within it is highly desirable.

Initially, the ED role may be part-time until revenues are sufficient to support the position full-time. However, the Board is open to considering a full-time ED from the outset depending on their background.

To apply for this role or for further information, please email resume and cover letter to search@watsoninc.ca.