Tsartlip Group of Companies GP Ltd

EMPLOYMENT OPPORTUNITY: BUSINESS DEVELOPMENT OFFICER

About Us

Tsartlip Group of Companies is an economic development body for Tsartlip First Nation (W̱JOŁEŁP) serving our community on the Saanich Peninsula north of Victoria, British Columbia. We are building a diversified portfolio of businesses to generate own-source revenue that strengthens programs and services for our First Nation. We operate with a commitment to transparency, accountability, and strong governance.

The Role

We are seeking a Business Development professional to identify, cultivate, and secure strategic business relationships and opportunities that advance our economic development mandate. Working closely with the Board Chair you will report to the six-member board you will work to expand revenue streams, negotiate partnerships through memorandums of understanding, and support the evaluation and acquisition of new business opportunities. Your responsibilities will include building and maintaining relationships with potential partners and stakeholders; identifying new revenue opportunities; negotiating business partnerships and agreements; supporting due diligence on potential acquisitions; and collaborating with operations and governance to ensure opportunities align with our strategic direction.

What We're Looking For

You are a relationship builder and connector with a genuine interest in First Nations economic development. You have experience in business development, sales, or partnership development. You're comfortable in negotiations, can think strategically about long-term value, and understand how to build trust and goodwill. You're entrepreneurial, resourceful, and comfortable working in a dynamic, growing environment.

Position Details

Part-time contractor position. Compensation structure includes base salary plus performance based commission and incentives tied to business development outcomes. We are an employer committed to building diverse and inclusive leadership.

To apply, please submit your resume and a brief cover letter explaining your interest in supporting economic development for a First Nation.

Contact

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