

# Senior Community Partnerships Manager

Published 24-Feb-20 by [Larissa Oakey](#)

## ABOUT KAMBO ENERGY GROUP

Kambo Energy Group is a social enterprise that delivers turn-key energy solutions for residential communities and commercial buildings. Empower Me, Kambo Energy Solutions, and Community Power operate as divisions of Kambo Energy Group. Across all of its divisions and programs, Kambo Energy Group places people at the centre, equipping and empowering them to make smart, safe, affordable energy choices. Come help us realize our vision of providing clean and accessible energy choices for everyone!

Community Power is a mission-driven team that works alongside First Nation, Metis, and Inuit communities to co-develop and implement custom energy and housing management solutions. Community Power works with provincial and federal funding sources to maximize impact in the communities in which they work and fundamentally believes in providing results-driven solutions that are prioritized by return-on-investment and impact to both funding partners and the community.

## ROLE

As the face of Community Power, you're energized by being in and partnering with Indigenous communities to help implement custom community solutions that support their energy, housing, and climate needs. You have in-depth knowledge of working with Indigenous groups, including remote communities, and thrive at networking and building relationships with existing and potential partners. Reporting to the Director, Community & Funder Relations, the Senior Community Partnerships Manager will be working to help drive and expand the impact of Community Power.

## RESPONSIBILITIES

- Create and cultivate relationships with Indigenous groups throughout Canada with a focus on BC and AB.
- Develop relationships with our partners that are lasting, mutually beneficial, and meaningful.
- Develop and deliver presentations regarding our services to partners, including presenting at conferences and events
- Negotiate with all levels of government and funders and have knowledge of the latest funding available to support projects with our partners.
- Meet or exceed sales targets for new or repeat business.
- Assist with the development of the annual sales strategy and ensure targets are met as per the business plan and budget, including expansion geographically within Western Canada.
- Report to funders and partners on the successes and results of ongoing projects.
- Work with our Engineering Services and Project Management team to ensure partner objectives are met and successfully communicated.
- Effectively and passionately communicate the impacts and benefits of our services to partners and funders.
- With the support of marketing, develop and structure communications for existing and potential partners.
- Develop and support relationships with potential funders at both the Provincial and Federal level.

## QUALIFICATIONS

- Extensive experience working in or with Indigenous groups/First Nations including remote communities.
- 7+ years of experience in a similar business development role.
- Must be a clear and compelling oral and written communicator with the ability to influence decision makers.
- Experience working with First Nations Band Councils and Boards.

- Excited about partnership development and able to quickly determine how to best approach business development with diverse communities.
- Proven track record of creating and converting opportunities into strategic partnerships.
- Demonstrated experience writing proposals, developing and executing strategic business plans, and creating public relations strategies.
- Excellent follow up, time management, analytical, and organizational skills.
- Strong business acumen including financial and marketing knowledge.
- Understanding of First Nations housing, land code, and economic development an asset, but not required.
- Understanding of utilities, energy, and demand side management industry an asset, but not required.
- Experience working with provincial and federal funding partners an asset.
- Awareness and knowledge of Indigenous history and culture.
- Willingness and enjoyment of travel including to remote communities.
- Professional demeanour and a culture ambassador for Kambo Energy Group.

Kambo Energy Group is a diverse workplace committed to creating an inclusive environment for all employees. If you're interested in working with a team of passionate people who are building something amazing and having fun while we do it, we'd love to hear from you. Please apply here: <https://kambogroup.bamboohr.com/jobs/view.php?id=45>

tags : energy\_efficiency, bc, hiring