

Economic Development

Director, Lending and Development Initiatives (Halifax)



Please Quote Competition #: NSED-08-44

Nova Scotia Economic Development (NSED) coordinates the economic development activities of the Province of Nova Scotia. In this capacity, NSED provides capital to support the capital and human resources requirements of business. The main source of financial capital within NSED is the Industrial Expansion Fund (IEF) under the control of Executive Council. The IEF is a \$300 million fund that has traditionally been employed to find solutions for the economic expansion of major industries and to provide solutions that fall outside the bounds of established programs or mandates.

The Director, Lending and Development Initiatives reports directly to the Senior Director, Investment. The position is accountable for the provision of financial advice and the development of financial and business solutions to support the economic development efforts of the Province of Nova Scotia both through the management of the IEF and the operations of the NSED. The position has a lead role in major economic development projects involving significant job growth and/or maintenance. The Director recommends investment opportunities to Executive Council for economic development through analysis, development and negotiation of financial assistance to new and existing companies. The position is required to coordinate timely and often difficult decisions in line with pressures from providing close management over high risk accounts to mitigate the possibility of business failure/closure and the impacts thereof. The Director coordinates, oversees and manages appropriate human resources, including legal, financial, accounting and consulting firms. There is frequent contact with Deputy Ministers, Ministers and legal counsel to the Department both internal and external, including senior federal government representatives and with senior executives of private companies as well as their professional legal and financial advisors.

The successful candidate will possess a professional accounting designation coupled with a minimum of eight years progressive experience in management consulting, general management or financial services. S/he must be a hands on, business oriented professional with the ability to adapt to varying situations and pressures. An understanding of how the government of the Province of Nova Scotia functions and an understanding of the general topic economic development as well as the challenges to encourage sustainable businesses in Nova Scotia, and grow both existing and new businesses resulting in employment creation and enhancement. The position demands strong leadership qualities including problem-solving and decision-making skills, planning, prioritizing and organizational skills. The successful candidate will have excellent skills in communications, presentation, negotiation facilitation and consensus building. Candidates must have the proven ability to build and manage relationships, including across the broad stakeholder community. S/he must have the ability to manage numerous multifaceted, complex projects as well as the ability to manage and support within a cross functional senior management team.

Salary Range: \$74,410 - \$96,733

Closing Date: December 15, 2008

Please merge your cover letter and resume into one document when applying. Do not e-mail your resume in a table format. In the cover letter, please quote employee ID (if applicable), competition number, department and competition name.

Applications/resumes may be sent to: Human Resources Division, Johnston Building, 1672 Granville Street, PO Box 186, Halifax, NS B3J 2N2, Fax: 902-424-7676 or E-mail Contact: tpwfin-csu-job-apps@gov.ns.ca

NOTE: Submissions must be received by midnight on the closing date.

We thank all applicants for their interest, however, only those selected for an interview will be contacted.



The Province of Nova Scotia is
an equal opportunity employer.

www.gov.ns.ca

Our goal is to be a diverse workforce that is representative, at all job levels, of the citizens we serve. The Government of Nova Scotia has an Employment Equity Policy and we welcome applications from Aboriginal People, African Nova Scotians and Other Racially Visible Persons, Persons with Disabilities and Women in occupations or positions where they are under-represented. If you are a member of one of the equity groups, you are encouraged to self-identify, on your application form, cover letter, or on your resume.