

M&P OCCUPATIONAL GUIDELINE

JOB FAMILY: BUSINESS DEVELOPMENT Level F, Pay Grade 14

LEVEL DEFINITION	This level covers positions that set the strategic direction to support planning, funding and implementation of leading edge academic, research and business endeavours.
TYPICAL RESPONSIBILITIES	May include: designing and developing strategic financial, endowment and business plans; identifying new strategic partners; overseeing the planning and implementation of a public relations component; developing and implementing long range fund raising and communication strategies; enhancing the development of commercialization strategies; mediating and negotiating agreements within and among stakeholders; acting as liaison with government agencies for funding and resources.
DECISION MAKING /LEVEL OF ACCOUNTABILITY	Decisions affect the successful development, implementation, operational effectiveness and competitiveness of the enterprise.
SUPERVISION RECEIVED	Works under senior administrative and policy direction, results reviewed for achievement of long-term objectives.
SUPERVISION EXERCISED	Responsible for the direction of management and support staff.
MINIMUM QUALIFICATIONS	Undergraduate degree in a relevant discipline. Minimum of ten years of related experience with at least two years of experience in a senior management position involving strategic business planning, or the equivalent combination of education and experience.