



## offre d'emploi

### **Welding Business Development Officer** **Entrepreneurship and Innovation Department**

Term employment ending on September 30th, 2017 at the latest  
Full time

**Open competition: #14-6775-031**

The Collège communautaire du Nouveau-Brunswick (CCNB) is seeking a dynamic individual for the position of **Welding Business Development Officer** for the Entrepreneurship and Innovation Department.

The CCNB received financial support from two levels of government for the establishment of the Atlantic Welding Technology Centre (AWTC) in Bathurst, New Brunswick. The AWTC will lead to the implementation of a Pan-Atlantic development initiative in the field of welding, in partnership with all the other public colleges of the region. The overall objective aims to improve the quality, productivity and competitiveness of the region's manufacturing industry, by facilitating and accelerating the recognition, the adoption and adaptation of cutting-edge welding technologies and procedures by welding service providers and key industrial users in Atlantic Canada. Through partnerships with welding equipment manufacturers, the AWTC will provide innovative welding systems to local businesses and specialized training opportunities on the latest equipment.

#### **JOB DESCRIPTION:**

The individual selected will report directly to the Manager of the AWTC and will be an active member of a small team responsible for developing a research capability and welding industrial services as well as promoting the emergence of advanced welding practices and technologies within companies active in this sector in New Brunswick, but also those of the Greater Atlantic Region.

The individual will be responsible for canvassing companies active in the New Brunswick welding sector, with the objective of securing their commitment to support initiatives stemming from the ATWC activities. He/She will establish and maintain contacts with staff from other organizations, AWTC technical staff and manufacturing companies, to share ideas, information, or provide technical advice on welding questions. He/She will promote the services provided by the ATWC to businesses and will keep abreast of their needs for research, industrial services and specialized equipment. He/She will keep up-to-date with the various industrial subsidy programs. He/She will also keep abreast of their needs for short specialized training courses. He/She will organize and hold workshops in order to promote advanced welding processes and technologies. The officer will be asked to actively participate in the deployment and activities of the Atlantic network's team of four (4) Welding Business Development Officers coordinated by the AWTC. The individual will have a significant role to play in organizing trade shows in the Atlantic region.

#### **REQUIREMENTS:**

Must possess a Welding Technologist diploma and at least five (5) years of business experience in the field of welding.

OR

A Bachelor of Science in Mechanical Engineering and at least three (3) years of business experience in the field of welding.

Knowledge in metal processing, the development of welding technologies as well as sales experience in the welding sector are considered assets. **Knowledge of written and spoken English and French is required.** Must possess superior interpersonal skills and good writing, communication and leadership skills to work in a rapidly changing work environment. Must be autonomous, productive and willing to meet challenges related to establishing a collegiate structure dedicated to meeting business research and industrial services needs. Could be required to work evenings according to the needs of entrepreneurs and be willing to travel within the province, in other parts of the country and sometimes abroad.

Other important skills: The ability to work in a confidential manner with little supervision; good time management; attention to detail; ability to set priorities and show versatility; ability to take the initiative; ability to work under pressure. Must have a good performance and attendance record. Respect CCNB values and comply with the CCNB code of ethics.

An equivalent combination of training and work experience required for this position **could** be considered. Applicants must state them clearly in their résumé and, if they are invited to an interview, they will have to support this equivalence by providing their credentials to the selection committee.

**WORKING CONDITIONS:**

**Place of work:** Bathurst

**Status:** Full time term employment ending on September 30th, 2017 at the latest (with the possibility of renewal)

**Salary:** According to the salary range for senior executives and non-unionized employees

**Start Date:** As soon as possible

In your résumé, state your qualifications, experience and language skills clearly. For each position, include the start and end date (**month-year**). Provide evidence of degrees. Must be able to provide proof of a criminal background check and proof of degrees. Applications which do not comply with the above-mentioned criteria could be rejected. The employer reserves the right to increase the requirements for pre-screening purposes.

**The CCNB offers equal employment opportunity to everyone.**

Please send your application indicating the competition number at the following address:

Human Relations and Labour Relations Department — Head Office

Collège communautaire du Nouveau-Brunswick

P.O. Box 700, Bathurst (NB) E2A 3Z6

**Fax: 506-547-2741**

**Email: [CCNB-RH@ccnb.ca](mailto:CCNB-RH@ccnb.ca)**

The CCNB is a college corporation focused on its student population with an open world view. It contributes to the development of individuals and Acadian and Francophone society by offering 90 technical and vocational training programs on its five campuses to meet labour market needs. As an innovative and entrepreneurial college corporation, the CCNB adapts to socioeconomic conditions, supports applied research activities and encourages innovation.