

SCORE PROGRAM MANAGER

PROGRAM OVERVIEW

Toronto Global is launching an important new initiative focused on the ongoing resetting of global networks in light of the COVID-19 pandemic. The Supply Chain Onshoring Resilience and Expansion (SCORE) Program aims to optimize and build more resilient local supply chain capacity by identifying and addressing critical gaps exacerbated by disruption in light of the global pandemic and fill these gaps by either recruiting and relocating foreign firms across the global supply chain to the region, or by working with foreign-owned companies already operating in the region to secure mandate expansions from the foreign-based headquarters.

We are seeking a highly motivated leader to grow the SCORE Program across three broad elements:

1. Targeting opportunities for Foreign Direct Investment (FDI) via onshoring, reshoring or other targeted engagements to attract supply chain capacity to the Toronto Region and Ontario
2. Catalyzing the development of regional supply chains, by identifying opportunities to connect local manufacturers with supply chain partners based in the Toronto Region
3. Connecting local supply chain participants with the Region's innovation ecosystem by working closely with research institutions, innovation hubs and other partners

DESCRIPTION OF THE ROLE

Reporting to the Vice President, Investment Attraction, the Program Manager will be responsible for:

SCORE PROGRAM MANAGEMENT

- + Build a high-performance project team and providing day-to-day direction, support and guidance to the project team;
- + Instill a performance-driven environment by tracking and reporting Key Performance Indicators (KPI's) to ensure outcomes are achieved
- + Developing a strategy to target, engage and onboard prospective clients into the SCORE Program and oversee their journey through all facets of the program
- + Work closely with Toronto Global's Investment Attraction team to identify existing clients who may want to participate the SCORE Program, and other areas of the organization as necessary
- + Work with the Marketing and Communications teams to support the SCORE Program and disseminate best practices to project partners.

STAKEHOLDER MANAGEMENT

- + Seek opportunities to build and strengthen relationships with Toronto Global's municipal funding partners and involve them in aspects of the SCORE Program;
- + Oversee collaborative elements of the SCORE Program; providing guidance and leadership in building effective partnerships with Ontario-based CCA members and other collaborators;
- + Develop training materials, best practices and guidance to assist collaborators in applying SCORE within their local jurisdictions;
- + Provide succinct coordination across all project stakeholders, partners and collaborators and Toronto Global, both internally and externally

ADMINISTRATION

- + Oversee the procurement of a third-party consultant and public tender process, including the development of an RFP, in collaboration with project collaborators, and manage the consultant;
- + Secure and manage a variety of other third-party consultants and experts to assist in the successfully delivery of the SCORE Program;
- + Seek areas to successfully build supply chain expertise and transfer that knowledge to project collaborators;
- + Manage the project budget, performance reporting and achievement of key milestones.



REQUIRED SKILLS

- + Undergraduate degree in a related discipline required. A master's degree is an asset, but not required;
- + 5-7 years of previous experience in Economic Development, Foreign Direct Investment Attraction or a related industry (preferably in a sales or management role);
- + A deep understanding of Toronto Global's operations, stakeholders and current operating environment. Familiarity with existing funding partners is an asset;
- + An extensive network within the Toronto Region and key international markets of government partners, institutions, and business champions;
- + Ability to operate effectively in a fast-paced environment and with a high degree of flexibility;
- + Exceptional English verbal/written communication and presentation skills; additional language proficiencies are a plus, but not required;
- + A passion for building and scaling projects and ability to deliver results within a defined timeline.

Interested candidates should please send their resume and cover letter to dhengeveld@torontoglobal.ca.

Toronto Global is committed to Accessibility for Ontarians with Disabilities Act (AODA) and providing accommodation in its recruitment processes to applicants with disabilities, upon request. If you require accommodation at any time during the recruitment process, or have any questions regarding accommodation, please email Daniel in confidence.

Toronto Global is also committed to diversity and inclusion in the workplace, because we believe it contributes to innovation, a deeper understanding of the community we serve, and better decision-making. At Toronto Global, we are dedicated to fostering an environment focused on equality, inclusion, empowerment and respect. We're committed to ensuring that everyone can show up as their true selves and live up to their full potential.