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**Associate Vice-President (Marine Institute) Research and Strategic Partnerships,
Fisheries and Marine Institute of Memorial University of Newfoundland**

- The Portal to the Ocean -

The Fisheries and Marine Institute of Memorial University of Newfoundland (Marine Institute) is Canada's foremost fisheries and marine post-secondary institute. The organization is the leading and most comprehensive marine institute of its kind in North America. It prides itself for being a world-class oceans institute, setting standards for education, training, innovation, and research; its rich traditions and history of excellence; its strong industry partnerships; and its dedication to small class sizes and hands-on instruction. The Marine Institute offers an intimate learning environment and more than 30 industry-driven programs including technical certificates, diplomas of technology, bachelor's degrees, advanced diplomas, master's degrees, PhDs, and an extensive suite of short courses and industrial response programs. Set in the beautiful coastal city of St. John's, with other educational locations throughout Newfoundland and Labrador, the Marine Institute is home to over 1,200 full-time students from across Canada and around the world, as well as their more than 8,000 students enrolled in industrial training programs. It employs approximately 400 faculty, researchers, and staff. It is "the portal to the ocean" for Memorial University, industry, education, government, and researchers.

As the **Associate Vice-President (Marine Institute) Research and Strategic Partnerships**, the Vice-President (Marine Institute) will look to you for leadership and stewardship of the following functional areas: research and development supports, business development, government relations; alumni affairs, development, and public engagement; communications and marketing; and international activities. Working collaboratively with leaders, faculty, staff, and students, you will support and promote the mission and vision of the Marine Institute and Memorial University. You will be a key strategic and operational advisor to the Vice-President (Marine Institute) and a key contact and collaborator for Memorial University of Newfoundland's Vice-President Advancement and External Relations, Vice-President Research, and other senior leaders. You will provide critical leadership and oversight of the Marine Institute business development activities (40% of the Marine Institute operating budget is generated from external sources, such as training and research activities). You will forge solid partnerships with industry, government, Indigenous, and academic community leaders to create the best post-secondary experience for all members of the Marine Institute and Memorial University of Newfoundland.

As the ideal candidate, you hold an advanced degree with a successful track record of senior leadership experience in a complex, unionized environment, as well as in multilocation organizations. Broad knowledge of oil and gas, maritime studies and fisheries, marine space, and ocean technology is an asset. An equivalent combination of education and/or professional experience will be considered. A well-respected strategic and visionary leader – you have the skills to grow and develop the Marine Institute's research and knowledge generation enterprise. You have proven general business acumen and are highly proficient in business development, marketing, and communications. You also have experience managing activities on an international level. You have led change in organizations undergoing transformation and have the ability to lead a team through times of cultural change. You work collaboratively with a wide variety of stakeholders (both internal and external) and have demonstrated success developing and managing industry partnerships. You have experience promoting equity, diversity and inclusion initiatives and strategy within a strong institution and will be effective in leading a research and strategic partnership

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portfolio and strategy that aligns with the mission and strategic objectives of the Marine Institute, as well as that of Memorial's pan-institutional strategic plan.

All qualified candidates are encouraged to apply; however, Canadians and permanent residents of Canada will be given priority. Marine Institute is committed to employment equity and diversity and encourages applications from all qualified candidates, including women; people of any sexual orientation, gender identity, or gender expression; Indigenous peoples; visible minorities/racialized people; and people with disabilities.

Marine Institute will provide support in its recruitment processes to applicants with disabilities, including accommodation that takes into account an applicant's accessibility needs. If you require accommodation in order to participate as a candidate in the recruitment process, please contact accommodate@kbrs.ca or communicate your needs to the recruitment professional named in the job description.

To learn more about this exciting opportunity with a world-class institution, please contact Jessica Snelgrove at jsnelgrove@kbrs.ca or Beverley Evans by telephone at 1.866.822.6022, or submit your application online at: www.kbrs.ca/career/14311.