

# CITY OF HAMILTON

## CITY MANAGER'S OFFICE (DIGITAL & INNOVATION OFFICE – CORPORATE PARTNERSHIPS – LOCATION – 71 MAIN ST. W.)

### MANAGER, CORPORATE PARTNERSHIPS

#### SUMMARY OF DUTIES

The Manager, Corporate Partnerships is accountable to the Chief Digital Officer/Director Innovation. The Manager will lead the City of Hamilton's efforts to positively impact the tax levy through the identification and delivery of: new revenue streams; improved revenues and profitability of selected existing revenue sources; and expense reductions through collaborative efforts across departments;

Reviews and optimizes new and existing revenue strategies, utilizing best practice innovation models, and maintains a continuous focus on financial sustainability.

Pro-actively contacts internal and external prospects to develop or expand bottom line opportunities.

He/she is responsible for business case development for various revenue generation opportunities (such as public/private partnerships, corporate sponsorships) and oversees the execution of the approved revenue generating projects.

The Manager achieves results through leadership with cross functional project teams, who are assembled to develop and incubate strategic projects that will positively impact the bottom line.

Consistently demonstrates a consultative style in uncovering opportunities and developing implementation plans both within and outside the Corporation.

He/she demonstrate the values and cultural behaviours of the City of Hamilton in everything they do.

#### QUALIFICATIONS:

1. A minimum of 5 years demonstrated success in strategic and consultative selling in an enterprise environment; private or public sector.
2. Demonstrated experience in designing and delivering customer focused programs and solutions.
3. A relevant University Degree or College Degree / Diploma.
4. Highly effective leadership, facilitation, communication, interpersonal and organizational skills with the ability to lead and inspire others.
5. Demonstrated experience in effectively leading a multi-disciplinary staff in a results oriented environment.
6. Highly developed analytical and business planning skills with a proven track record for long term visioning and big picture thinking.
7. Organizational skills required to manage daily workload, set priorities, meet deadlines and ensure efficient, timely service.
8. A strong background in business case development and financial analysis.
9. Demonstrated recent experience in managing and leading project teams.

10. Knowledge and working experience with enterprise level software platforms.
11. Demonstrated experience working with municipal by-laws an asset.
12. Self-motivated and operates successfully with minimal supervision.
13. Experience with computer software in a Windows/MS Office environment (Outlook, Word, Excel, PowerPoint), PeopleSoft and databases.
14. Must possess a valid Class "G" Driver's Licence and provision of a vehicle for use of the job.

**THE INCUMBENT SHALL COMPLY WITH ALL HEALTH AND SAFETY POLICIES AND PRACTICES FOR THIS POSITION AND THE WORKPLACE.**

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