



Black Business Initiative

The Black Business Initiative (BBI) is a province-wide business development project designed to support the development of business and job opportunities for Black Nova Scotians. The vision for the Initiative as expressed by the Black Business Initiative Task Force Report is *“A dynamic and vibrant Black presence within the Nova Scotia business community.”*

Director of Client Development Manager Permanent, Full-Time

Duties:

The Director of Client Development plans, organizes, directs, and controls the development and administration of all entrepreneurial education policies and programs. Through networking, strategic alliances, and professional development, the Director of Client Development manages the educational activities of BBI clients and their associated entities. The overall authority of the position includes the budget and people accountability to oversee the activities and outcomes of the training department including **“Business is Jammin”** youth program. The director is part of the BBI’s leadership team.

Qualifications:

A university degree in business administration, commerce, computer science or related field and two years related experience or acceptable equivalence. Excellent verbal and written communication skills and education or a certificate, diploma or degree in adult education is required. Ability to analyse financial statements and to evaluate the difference between clients’ real and perceived needs and encourage clients to view their opportunities or problems as objectively and accurately as possible. Must understand how business operates and possess excellent organizational and analytical skills with the capacity to work with minimal supervision. Understanding of the challenges faced within the Black community of Nova Scotia is a must. The successful candidate must possess advanced computer skills, knowledge and competency in presentation, strong relationship building and interpersonal skills.

Salary: Depending on qualifications.

Applications are to be forwarded to: Black Business Initiative, Centennial Building 1660 Hollis Street, Ste. 1201, Halifax, NS B3J 1V7. Email: bbi@bbi.ns.ca or Fax (902) 426-8699 Closing date for applications will be [January 15, 2010 at 5:00 p.m.](#)



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