



Surety Association of Canada Regional Director – Ontario & Atlantic Canada

Job Location:	Ontario (virtual)
Additional Location Details:	Atlantic Canada – New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland
Job Type:	Full-time
Salary/Rate:	Open
Number of Positions Open:	1
Start Date of Employment:	July/August 2023
Posting Date:	June 1, 2023

Company Information:

The Surety Association of Canada (SAC) is the national trade advocacy association that represents the interests of the surety industry across Canada. Our members represent more than 97% of all surety premiums written in Canada and consist of primary surety firms, surety reinsurers, surety/insurance brokers, and other organizations that provide related and complementary services to the surety industry such as legal firms and consultants.

Job Description:

The Regional Director – Ontario and Atlantic Canada will be responsible for expanding the use of surety products among construction purchasers and other end users in the Provinces of Ontario and Atlantic Canada.

The Regional Director will be required to liaise with local contracting authorities; in both public and private sectors to promote and enhance the use of surety bonds to secure the contract performance. In addition he/she will work closely with Head Office staff, the Ontario and Atlantic Canada Regional Committees and local membership to execute the business development/marketing objectives as set out by the President & Chief Operating Officer of the association and approved by the SAC Board of Directors.

This is a full-time, permanent position, with the functions of the Regional Director to be carried out in a “virtual” office environment but the successful candidate should be domiciled in the Greater Toronto area and have the flexibility to travel within Ontario and occasionally to the Eastern provinces.

The successful candidate will have five to ten years experience in the fields of government relations, product promotion or industry advocacy. In addition, he/she should possess:

- A background and history of success in lobbying/ government relations.
- Superior presentation and public speaking skills.
- The initiative and drive of a self starter and the ability to work with minimal supervision.
- The ability to “think on his/her feet”.
- The ability to converse fluently in both official languages is not a necessity, but would be considered an asset.

Experience with a trade advocacy association would be an asset.

Interested candidates should forward a resume via email to:

Surety Association of Canada
Steven Ness, President & Chief Operating Officer
Email: surety@suretycanada.com

We thank all applicants for their interest; however, only those selected for an interview will be contacted. No phone calls please.