



Manager, Partnerships

About CentrePort Canada

CentrePort Canada is one of North America's largest trimodal inland ports and Foreign Trade Zones, offering 20,000 acres of high-quality, affordable industrial land in Winnipeg and Rosser, Manitoba.

Strategically located at the hub of international trading corridors, CentrePort Canada connects businesses to major markets around the globe with on-site access to world class rail, truck and air cargo operations, ideal for companies engaged in global supply chain activities.

CentrePort Canada Inc. is the master planner and facilitator of development for the 20,000-acre inland port project. We are responsible for business development and investment attraction activities that support economic growth and create jobs, and marketing and promoting the inland port locally, nationally and internationally.

The CentrePort Canada Partnership Program launched in 2014 in response to companies looking to tap into development opportunities and activity in CentrePort. It is a vehicle to market and connect Partners with decision makers, company owners and other partners, offering a mix of business development, marketing, market intel and networking benefits.

Our Team

We are currently a team of five staff overseen by a board of directors appointed by nominating organizations.

We work in a hybrid model that responds to the needs of our organization and clients, combining remote and in-office work. Our Portage & Main-located office is a shared space with the Winnipeg Chamber of Commerce, World Trade Centre Winnipeg, and Manitoba Environmental Industries Association.

Our mandate:

- Facilitate long-term development and operation of the inland port;
- Facilitate and encourage investment in the inland port; and
- Promote the inland port by marketing it domestically and internationally.

Our values:

- We embrace our role as ambassadors driving growth and lasting impact.
- We are effective, efficient, and collaborative.
- We act with transparency and integrity.



Your Role

As the Manager, Partnerships, you will play a pivotal role in fostering and maintaining strong and strategic relationships with CentrePort Canada's key stakeholders, partners and CentrePort-located companies.

We're looking for someone who loves meeting new people and connecting companies with opportunities. In this role, you'll focus on building meaningful partnerships to support CentrePort's mission and mandate. This role requires a proactive, results-driven professional with a strong background in relationship building, community engagement, and communication. As the Manager, Partnerships, you will work with individuals from various sectors to drive impactful and sustainable growth for CentrePort Canada.

Responsibilities:

- Lead efforts to build and manage partnerships and community engagement.
- Build relationships with local, regional and national partners, including non-profits, government agencies, educational institutions and businesses.
- Grow and maintain CentrePort Canada's Partnership Program, targeting new opportunities and retaining current partners to meet revenue goals.
- Develop outreach initiatives to engage Partners with each other and CentrePort-based opportunities.
- Coordinate and lead CentrePort footprint tours for key stakeholders.
- Identify, develop and execute strategic sponsorship opportunities that increase revenue and elevate CentrePort events.
- Work closely with CentrePort's Executive Team to develop and execute partnership and community engagement reports and recommend metrics to track outcomes.
- Track partnership performance using key metrics and provide regular updates to the Executive Team on the effectiveness of current programs and potential opportunities for improvement.
- Develop and manage budgets related to the CentrePort Partnership Program.
- Attend business events and networking functions to build relationships, promote CentrePort's brand and act as a brand ambassador.

Work Environment

- This position requires occasional evening or weekend event attendance depending on the nature of engagements.
- Some travel may be required.

Required Skills and Competencies

- Bachelor's degree in business, marketing, or a related field (or equivalent work experience)
- Prior experience in transportation, supply chain, real estate development and/or economic development considered an asset
- Proven track record of successful partnership and trust building



- Strong organizational and project management skills
- Ability to work independently with high accountability and collaborate effectively within a team
- Excellent communication (written and verbal), negotiation and presentation skills
- Ability to develop and execute outreach programs to engage with partners and CentrePort-located companies
- Demonstrated ability to track and measure key performance indicators; produce reports on progress and results
- Curious and proactive leadership with a passion for community building and economic development
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint), CRM, and project management tools (e.g., HubSpot)
- This position requires regular travel within the city, therefore a valid driver's license and reliable personal vehicle are essential

Reporting relationship

The Manager, Partnerships reports to the Executive Director, Investment Attraction & Partnerships.

What we offer

- Competitive salary
- Comprehensive group benefits
- RRSP matching program
- Hybrid work environment
- Professional development opportunities

Application process

Please submit your cover letter and resume via email to Phaedra Propp at ppropp@centreport.ca and include **"Manager, Partnerships"** in the subject line.

We thank all applicants for their interest, but only those selected for an interview will be contacted. CentrePort Canada is an equal opportunity employer. We are committed to fostering an inclusive, equitable and accessible workplace.

Application Deadline: February 28, 2025