



President & Chief Executive Officer

AUTOMOTIVE RETAILERS ASSOCIATION

Burnaby, BC

Reporting to and working closely with the Board of Directors, the President & Chief Executive Officer (CEO) provides strategic leadership to advance ARA's mission, priorities, and long-term vision. The CEO leads a highly member-focused organization that delivers meaningful programs and industry support while fostering strong relationships with members, government, industry partners, and other key interest holders.

As the public face and chief advocate for the organization, the CEO serves as a trusted voice with government, media, and industry leaders. This individual will champion the interests of ARA's diverse membership, influence public policy, identify emerging opportunities, and help shape the future of the automotive service industry in British Columbia. The CEO is responsible for ensuring organizational excellence through effective leadership, sound governance, financial stewardship, risk management, operational effectiveness, and sustainable growth. Working alongside a talented team and engaged Board, the successful candidate will build on ARA's strong reputation and position the organization for continued success in a rapidly evolving industry.

The ideal candidate is a dynamic and accomplished executive with strong business acumen and a proven track record leading complex, commercially focused organizations. They bring a strategic mindset, exceptional leadership capabilities, and the ability to balance long-term vision with operational execution. Success in this role will require a highly visible and influential leader who thrives on building relationships, creating partnerships, and growing membership.

Comfortable in boardrooms, industry events, and government meetings alike, the successful candidate will be a persuasive advocate who can unite diverse interests around a common vision and effectively advance the priorities of the industry. They will possess the credibility, presence, and communication skills to influence key decision-makers, including provincial government representatives, ICBC, industry partners, and business leaders. Equally important is the ability to build trust, foster collaboration, and connect authentically with a broad and diverse membership base.

The targeted salary range for this position is \$220,000–\$260,000 annually, supplemented by a competitive total rewards package.

If you are inspired by the opportunity to lead one of BC's most influential industry associations and help shape the future of the automotive service sector, please visit our website and submit your CV and covering letter to Shaun Carpenter and Jennifer Madden at www.pfmsearch.com

For more than 65 years, the Automotive Retailers Association (ARA) has been the driving force behind the automotive service industry in British Columbia. As the voice of the industry and the largest trade association of its kind in Canada, ARA represents more than 1,000 member businesses across the province. By listening to its members, anticipating industry trends, and delivering valuable programs, advocacy, health benefits, and expertise, ARA plays a pivotal role in advancing and strengthening British Columbia's automotive sector. Through collaboration, innovation, and leadership, ARA is helping to build a vibrant, sustainable future for the industry.



**AUTOMOTIVE
RETAILERS ASSOCIATION**



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