



Vice President, Business Development DP WORLD CANADA

DP World Canada is continuing its impressive growth trajectory, with robust strategies for continued expansion and market share with the terminal, logistics and supply chain sectors. DP World Canada is seeking a seasoned, tenacious and collaborative leader to help drive and guide new revenue streams. The Vice President, Business Development will provide strategic leadership and management of Business Development for DP World's Canadian Operations, ensuring that the organization develops assets and capabilities to survive and thrive in the medium and long-term. The Vice President, Business Development will be responsible for identifying business growth and project opportunities, as well as conducting feasibility analysis for the technical, commercial, and regulatory aspects of these opportunities and will provide critical insights to support decision-making and enable DP World Canada to pursue profitable and sustainable growth opportunities. The Vice President will navigate and provide counsel on national and global market trends, evaluate competitive landscapes and assess potential risks and rewards, while liaising with external partners. Additionally, the Vice President will play a critical role in building strategic partnerships and managing key client relationships. As a member of the senior leadership team, the Vice President will manage and further develop a high-performing team all while fostering a culture of innovation, inclusivity, diversity and collaboration.

The ideal candidate will have a background in finance, business development, capital infrastructure and project development. The incumbent will possess extensive experience in those areas, demonstrating a deep understanding of commercial evaluation and negotiation, including mergers and acquisitions. Familiarity with the ports, terminals, logistics or industrial sectors is ideal. Additionally, strong analytical and problem-solving skills, along with the ability to effectively manage complex, multi-jurisdictional partner relations are essential for this role. The ability to make data-driven decisions is crucial. Lastly, the incumbent should have exceptional negotiation skills and the ability to forge beneficial partnerships with external partner groups, including public, private and Indigenous entities, to drive a robust and sustainable business.

If this is the next step in your professional career, please visit our website and submit your application to **Jennifer Madden** and **Shelina Esmail** at www.pfmsearch.com.

We are the leading provider of worldwide smart end-to-end supply chain logistics, enabling the flow of trade across the globe. Our comprehensive range of products and services covers every link of the integrated supply chain – from maritime and inland terminals to marine services and industrial parks as well as technology-driven customer solutions.

We deliver these services through an interconnected global network of over 300 business units in more than 75 countries across six continents, with a significant presence both in high-growth and mature markets. Wherever we operate, we integrate sustainability and responsible corporate citizenship into our activities, striving for a positive contribution to the economies and communities where we live and work.



DP WORLD



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