

JOB OPPORTUNITY

New Media Market Access Officer



New Media Manitoba is seeking someone that will help do great things for Manitoba New Media Businesses.

The official job we're hiring for is "Market Access Officer" but that's just another way of saying "partner extraordinaire," which is another way of saying "expert networker," which is another way of saying "business genius," which is another way of saying please take the time to read through and distribute this job posting across your networks locally and abroad. We're looking to hire someone great.

Job Description

Job Title:	Market Access Officer
Organization:	New Media Manitoba
Location:	Winnipeg, Manitoba
Compensation:	Commensurate with experience
Position Type:	Full time contract
Term:	2 years (reviewed annually)
Date posted:	November 22, 2011
Posting Expires:	December 6, 2011
Start Date:	January 3, 2012

How to Apply:

Apply in confidence: If this position interests you and your experience reflects the qualifications below, please forward a covering email including your resumé in PDF format by 11 PM (CST) on Tuesday, December 6, 2011 to louie@newmediamanitoba.com quoting "Market Access Officer" in the subject header line. We thank all candidates for their submissions but only those under consideration will be contacted.

Job Background

New Media Manitoba (NMM) has received funding for industry development on a multi-year basis that includes support for a market access initiative. This market access initiative will identify Manitoba New Media companies looking to grow into markets outside of the province.

In anticipation of these new developments, NMM is seeking to hire a "Market Access Officer" (MAO).

Qualifications and Competencies of the Ideal Candidate

- Incomparable passion for the New Media Industry
- Effective decision-maker and problem-solver
- Proven skills in business, project management, and marketing
- Strong interpersonal and communication skills
- Exceptional networking skills
- Post-secondary degree in a relevant discipline or a suitable combination of education and experience
- Knowledge and experience within the Interactive Digital Media industry
- A rolodex of, and relationships with global industry contacts, and/or the ability to generate new relationships quickly

- Proven match-making skills with examples of various successes
- Can multitask, prioritize, meet deadlines and adapt in a fast-paced environment
- Detail and accuracy orientated, superior interpersonal skills and organizational skills with the ability to handle multiple priorities and work effectively both independently and within a team
- Exceptional communications skills – written and verbal, with the ability to document various aspects of work in an objective, meaningful, and concise manner
- Proven ability to work on tasks independently, manage a budget, and to meet timelines and quality objectives

Education Requirements:

- post-secondary degree
- business background, application should specify the volume and type of business experience.

Roles and Responsibilities

- Working with the New Media Manitoba (NMM) team to create an Interactive Digital Media (IDM) Summit
- Facilitating pre-and-post conference workshops, which includes company mentoring with support from local industry veteran companies and guest speakers mentoring start-up companies via one-on-one sessions
- Selecting a group of IDM Small and Medium Enterprises (SMEs) for workshops, partnership initiatives and other SME specific activities that relate to them accessing their targeted markets
- Working on a domestic and international partnership initiative and facilitating business-to-business sessions
- Recruitment and preparation of trade missions (incoming or outgoing) and organizing packaged trade missions for MB companies
- Specific support to NMM member companies to access business opportunities
- Build strong contacts with IDM companies in jurisdictions outside Manitoba
- Provide market research for IDM companies to establish industry intelligence in desirable markets
- Evaluate domestic and international conferences to gauge what would work in Manitoba for business-to-business meetings
- Attend conferences and trade shows domestically and abroad to gather industry intelligence and network with companies in order to make connections for NMM members
- Work with federal government bodies like the Department of Foreign Affairs and International Trade Canada (DFAIT) for foreign direct investment initiatives
- Work with potential venture capital and angel investors to discover opportunities for Manitoba Interactive Digital Media entrepreneurs

Additional Notes

- Candidate should have their own laptop, backup procedures and technical support systems in place. This position is on a contract basis, and as such does not include benefits. Although this candidate will not be an employee of New Media Manitoba, they will be acting on behalf of and representing NMM.

We encourage you to circulate and direct this job posting to any interested parties.

<http://newmediamanitoba.com/news/2011/11/22/market-access-officer>