



2025-08-01

ENWIN Utilities Ltd., is currently accepting applications for the vacant position of:

Manager, Business Development

Location: Windsor, ON (Hybrid)

Reporting directly to the Chief Business Development Officer, the Manager, Business Development is responsible for overseeing operations within the deregulated segment of the business, with a focus on enhancing efficiency, service quality, safety, and cost-effectiveness. This role supports the Chief Business Development Officer in driving strategic initiatives and business growth, while aligning acquired operations to organizational standards. Key responsibilities include developing team capabilities, strengthening safety programs, improving job planning and scheduling, contributing to budget planning and monitoring, and fostering cross-functional collaboration to streamline processes and administrative practices.

The Manager, Business Development plays a vital role in advancing initiatives that support the organization's strategic priorities and growth. This includes leading and supporting a range of projects from planning through execution, with regular updates on progress, timelines, and outcomes. Responsibilities also include preparing grant and funding applications, responding to RFPs, and managing emerging initiatives. A key focus of the role is identifying and integrating both regulated and unregulated opportunities for the ENWIN Group of Companies, often involving confidential matters. This involves engaging with community partners, prospective businesses, and government agencies to assess opportunities and provide strategic recommendations to the executive team. Once initiatives are deemed viable, the Manager works with the Chief Business Development Officer to develop business plans, coordinate with legal counsel and consultants, and prepare proposals for executive and Board review.

The Manager also serves as the primary corporate contact for EWE affiliate companies, supporting a range of business functions including finance, human resources, operations, and other time-sensitive matters.

The successful applicant must have the following skills and competencies:

- Bachelor's degree in Engineering, Business, or a related field with a minimum of five (5) years of directly relevant experience; or a College diploma in a related field with at least ten (10) years of relevant experience.
- Strong technical and business acumen, with experience in areas such as human resources, finance, accounting, and strategic planning.
- Exceptional communication, interpersonal, and networking skills.
- Demonstrated ability to negotiate effectively and influence stakeholders.
- Proven planning and project management capabilities.
- Ability to work independently and collaboratively, fostering positive and productive team relationships.

Salary Range for Qualified Candidates: \$118,656 to \$131,840

Qualified applicants may apply at <https://enwin.applicantpro.com/jobs/> up to and including **Friday, August 8, 2025. Please quote File #EWU-25-01-026 on application.** Although all applications are appreciated, only those candidates selected for an interview will be contacted.

ENWIN believes there is significant value in the diversity within our workforce and we are committed to continually enhancing and improving diversity and inclusion throughout our organization. As an equal opportunity employer, we encourage all qualified individuals to apply for employment opportunities and believe that strength flows from our individual differences and enables us to effectively serve our community.

ENWIN Utilities Ltd. provides accommodation in accordance with applicable laws through all stages of the hiring process. If you require accommodation for any part of the application and hiring process, please advise the Human Resources Department.