



## **Surety Association of Canada Regional Director – Quebec (Bilingual)**

<b>Job Location:</b>	Montreal, Quebec
<b>Additional Location Details:</b>	Quebec, Ontario & Eastern Provinces
<b>Job Type:</b>	Full-time
<b>Salary/Rate:</b>	Open
<b>Number of Positions Open:</b>	1
<b>Start Date of Employment:</b>	ASAP
<b>Posting Date:</b>	21-Nov-2022

### **Company Information:**

The Surety Association of Canada (SAC) is the national trade advocacy association that represents the interests of the surety industry across Canada. Our members represent more than 97% of all surety premiums written in Canada and consist of primary surety firms, surety reinsurers, surety/insurance brokers, and other organizations that provide related and complementary services to the surety industry such as legal firms and consultants.

### **Job Description:**

The Regional Director – Quebec will be responsible for expanding the use of surety products among construction purchasers and other end users in the Province of Quebec, as well as providing support for Ontario and the Eastern provinces.

The Regional Director will be required to liaise with local contracting authorities; in both public and private sectors to promote and enhance the use of surety bonds to secure the contract performance. In addition he/she will work closely with Head Office staff, the Quebec Regional Committees and local membership to execute the business development/marketing objectives as set out by the President of the association and approved by the SAC Board of Directors.

This is a full-time, permanent position, with the functions of the Regional Director to be carried out in a “virtual” office environment but the successful candidate should be domiciled in the Montreal area and have the flexibility to travel within Quebec and occasionally to Ontario and the Eastern provinces.

The successful candidate will have five to ten years experience in the fields of government relations, product promotion or industry advocacy. In addition, he/she should possess:

- A background and history of success in lobbying/ government relations.
- The ability to converse fluently in both official languages.
- Superior presentation and public speaking skills.
- The initiative and drive of a self starter and the ability to work with minimal supervision.
- The ability to “think on his/her feet”.

Experience with a trade advocacy association would be an asset.

### **Interested candidates should forward a resume via email to:**

Surety Association of Canada  
Steven Ness, President  
Email: [sness@suretycanada.com](mailto:sness@suretycanada.com)

*We thank all applicants for their interest; however, only those selected for an interview will be contacted. No phone calls please.*