



TRIBAL INVESTMENT GROUP AMERICA

GENERAL MANAGER

With a vision to create a future where First Nations Peoples participate and prosper in the North American economy, Tribal Councils Investment Group (TCIG) was established in 1990 in Winnipeg, Canada. The founding seven Tribal Councils, representing fifty-five First Nations communities in Manitoba, combined their resources to establish a company with a strong foundation that would become one of the first of its kind. With a well-respected international reputation and a strong record of success and significant growth over the last twenty years, the TCIG group of companies now spans several industries.

This growing and thriving corporation is seeking an innovative and respected individual who will develop and manage a business expansion for a start-up operation. Tribal Investment Group America is a new venture that will serve the niche market of Tribal gaming throughout the US. Based in either Winnipeg, Canada or centrally in the US, the successful candidate will manage a high level of client interaction with US Tribes; establishing the new shareholders of an international buying group and maintaining strong business networks and relationships.

THE CANDIDATE:

Reporting to the Senior Vice President of TCIG, the successful candidate will strategically identify new business opportunities, develop supporting marketing programs and implement and execute these plans. This role is ideally suited to a visionary business development professional who thrives on developing and marketing member programs while successfully acquiring new clients, growing revenue and enhancing customer loyalty. Developing relationships with vendors and service partners will be key to ensuring business resources are continually able to satisfy and exceed client demands, expectations and market changes. She/he will possess leadership skills and the ability to hire, lead and coach a high performing sales team as the business grows. With a post secondary education in business administration, marketing, commerce or related field combined with a successful track record establishing a start-up operation or business expansion, the successful candidate will possess the following:

- Excellent interpersonal skills, relationship building, and communication skills both verbal and written;
- Strong business development experience (reviewing and executing contracts, cost/benefit analysis, financial forecasting, developing proposals and good computer software skills);
- Experience providing leadership to virtual teams in pursuit of goals and objectives;
- Knowledge of the gaming industry, buying groups and an understanding of US Tribes, communities and cultures are definite assets; and
- Ability to travel up to 50% of the time.

A very competitive compensation package with bonus structure and excellent benefits is offered for this exciting opportunity. If you possess a passion for business development and marketing and can contribute to the start-up, growth and success of Tribal Investment Group America, please forward your resume in **confidence by May 20th, 2010** to Brenda LaRose, preferably by email: bhiggins@higginsinc.com or by Fax: (204) 257-9707. Phone: (204) 257-9929.

