



BUSINESS DEVELOPMENT REPRESENTATIVE (Kuujjuaq-Nunavik)

Join a mission that has a meaning for the North!

Taqramut Transport Inc. (TTI) is the result of a strong partnership between the Fédération des Coopératives du Nouveau-Québec (FCNQ) and Desgagnés Transarctik Inc. (DTI), providing maritime transportation services tailored to the realities of Nunavik for over 40 years.

Our mission: to meet the essential needs of northern communities by providing reliable, humane maritime transportation rooted in local realities.

In this context, we are seeking a **Business Development Representative** to be our face and voice in Nunavik communities.

This is a strategic position where you will make a difference on the ground, ensuring the growth of the organization while remaining aligned with its values of respect, ethics, and pride.

Your mission

As a business development representative, you will play a strategic and hands-on role in improving the supply chain serving Nunavik's 14 northern communities and the mining sector.

As a true link between clients, operations, and internal teams, you will help promote TTI in the region. You will independently manage our local office in Kuujjuaq while traveling throughout the northern territory to establish strong and lasting relationships with various stakeholders. This position will allow you to become an agent of change in a unique, stimulating, and deeply human environment.

In your daily work, you will be responsible for identifying business growth opportunities, particularly in the community and mining sectors. You will develop and maintain trusting relationships with customers, partners, and key stakeholders. You will represent TTI at events, trade shows, and strategic meetings.

In collaboration with the sales, operations, and customer service teams, you will ensure the quality and efficiency of the services provided. You will also be responsible for the administrative management of the Kuujjuaq office, while providing ad hoc logistical support during goods handling operations. Finally, you will actively contribute to TTI's environmental initiatives and community engagement projects.

More specifically, the Business Development Representative's main responsibilities include:

- Collaborating with the TTI and FCNQ teams to identify and develop business growth opportunities.
- Establishing and maintaining strong relationships with key private and public sector stakeholders involved in marine transportation services, including community leaders.
- Frequently traveling to Nunavik communities and occasionally to southern Canada to meet with customers, potential clients, and stakeholders.
- Participating in project meetings with operations and sales teams to ensure the scope, objectives, timelines, and customer requirements are clearly understood and met.
- Representing TTI at industry conferences, trade shows, and customer events.

- Providing ongoing commercial support to customers, including regular updates on services, schedules, and operations.
- Managing the TTI office in Kuujuaq, ensuring accurate record keeping and proper document handling.
- Assisting the marine operations team with cargo handling activities as needed, while ensuring clear communication and satisfactory customer service.
- Representing TTI at industry events and FCNQ meetings and contributing to environmental projects and sponsorship initiatives.
- Supporting the team in identifying and implementing environmental improvement initiatives, while promoting opportunities for local community engagement.

Working conditions

- Permanent, full-time daytime position
- 40-hour work week from May to October and 35-hour work week from November to April, for an average of 37.5 hours per week spread over five (5) days from Monday to Friday
- Remote policy, work flexible schedule
- Comprehensive group insurance plan (including dental coverage)
- Registered retirement savings plan (with employer contribution)
- Employee assistance program and telemedicine services
- Annual vacation
- Flexible days off, sick leave, and paid public holidays

Required skills

- Excellent interpersonal skills and the ability to build trust through experience, leadership, and effective communication.
- Outstanding written and verbal communication skills; fluency in English and French (knowledge of Inuktitut is an asset).
- Demonstrated transparency, integrity, and respect in all interactions and communications.
- Post-secondary education in business, marketing, or a related field.
- Proven experience in business development, sales, or customer service.
- Previous experience in transportation, supply chain management, distribution, or logistics is considered an asset.

Ready for a new opportunity?

Contact us to find out if this position is right for you!

The masculine form is used to simplify the text, with no intent to discriminate against the feminine.