

Chief Negotiator

Association of Seafood Producers

Location: St. John's, Newfoundland and Labrador

The Association of Seafood Producers ("ASP") is a not-for-profit industry trade association representing approximately 25 organizations of seafood producers across Newfoundland and Labrador. ASP is a unified voice that works for the betterment of the industry in the areas of public policy, sustainability, fisheries management, innovation, and promotion of the NL seafood industry both provincially and globally.

ASP is currently seeking a **Chief Negotiator**.

Accountable to the Executive Director, The Chief Negotiator (CN) is responsible for leading and assisting in collective bargaining negotiations for ASP related to raw material prices as governed by the *Fishing Industry Collective Bargaining Act*. The Chief Negotiator is of primary importance in ensuring that ASP collective bargaining negotiations are based on relevant analysis, sound policy, member engagement, and are consistent with ASP's strategic priorities. As a member of the ASP team, the Chief Negotiator will build, maintain, and enhance relationships with members and key stakeholders.

As an ideal candidate, you are an experienced leader with a demonstrated track record of success in a senior-level role. Applying strong project management skills, you are a proactive self-starter, gaining a deep understanding how each fishery is conducted, influences on production, effects on gear types and market comparators. You are familiar with and respect the seafood producing culture and have experience with complex costing methodologies to support addressing issues at the negotiating table. Having a comfort with various software packages, you effectively gather, synthesize, integrate, and interpret multi-faceted information from a wide range of sources and perspectives. You have superior collaboration, facilitation, consultative, consensus building and conflict management abilities, ensuring two-way communication to resolve complex issues. A degree in a related field is required. Previous leadership experience in a trade association and negotiations would be considered an asset.

ASP is committed to employment equity and diversity and encourages applications from all qualified candidates, including women, people of any sexual orientation, gender identity, or gender expression; Indigenous peoples; visible minorities and racialized people; and people with disabilities.

To apply for this unique leadership opportunity, please submit your application to tanya.tynski@mcadvisory.com and **state the title of the position in the subject line of your e-mail**.

Salary Range: Commensurate with experience.

We thank all applicants for their interest, however only those under consideration for the role will be contacted.