

Advisor Business & Client Development (2 required)

Come join Canada's leader in horticultural research and innovation and grow your career with us!

Position:
Advisor
Group:
Business & Client Development
Position Type:
Permanent Full Time
Hours of Work:
35 hours/week
Job Grade:
AD4
Annual Salary*:
\$57,797-\$86,886 (*commensurate with experience)
Expected Starting Salary:
\$57,797
Job Posting #:
JP-02-2026
Posting Dates:
January 16, 2026 – Until Filled

Vineland Research & Innovation Centre (Vineland) is a uniquely Canadian results-oriented organization dedicated to horticulture science and innovation. We are an independent, not-for-profit organization, funded in part by the Sustainable Canadian Agricultural Partnership (Sustainable CAP), a five-year, federal-provincial-territorial initiative. We deliver innovative products, solutions and services through an integrated and collaborative cross-country network to advance Canada's research and commercialization agenda.

Vineland is situated on treaty lands. These lands are steeped in the rich history of the First Nations including the Hatiwendaronk, the Haudenosaunee, the Anishinaabe and the Mississaugas of the Credit First Nation. Many First Nations, Métis and Inuit people from across Turtle Island live and work in Niagara today. Vineland stands with all Indigenous people, past and present, in promoting the wise stewardship of the lands on which we live. As treaty people, residents, and caretakers, we are committed to continuous learning and a deep respect for Indigenous people, culture and history.

What we're looking for...

Reporting to the Director, Business and Client Development, the Advisor identifies and builds new business opportunities to maximize the full breadth of Vineland's technical services and research capabilities to the sector.

This position provides business leadership to and collaborates with Vineland's research program leaders and teams to direct and enhance their capacity to attract and retain clients and collaborators. The position is also accountable for managing client relationships and securing revenue at a level appropriate to support Vineland's core research programs.

What you'll do...

- Maintain an intimate knowledge and understanding of Vineland's research programs and value proposition.
- Collaborate with Vineland staff to prioritize and structure business initiatives and activities to ensure effective operational implementation.
- Ensure the highest standards of quality in all client interactions.
- Drive top-line revenue generation with a focus on acquiring new accounts, while growing existing clients.
- Remain current with respect to industry trends and market influences that impact the Canadian horticulture industry and corollary sectors.

What we need from you...

- College diploma and 5-7 years' experience working in a communications and/or marketing role or Undergraduate degree in related field and 3-5 years relevant experience preferred.
- Business acumen and interpersonal skills with an ability to build strong relationships locally, nationally and internationally.
- Ability to merge science/engineering with business and leverage networks to advance relationships with government and/or industry partners.

- Substantial knowledge of the horticulture and Canadian innovation system.
- Intermediate knowledge of key client management strategies.
- Intermediate knowledge of effective communication, marketing and outreach strategies; including strategies specific to attracting and retaining key partners, clients and collaborators.
- Entrepreneurial mindset; self-motivated and goal oriented.
- A valid driver's license.
- Bilingual is considered an asset.

*(*A more comprehensive position outline is available upon request.)*

Why work for us...

Our people are the most important asset in achieving our goals and are known in the world for their excellence in science and entrepreneurship. Our staff enjoys an exciting and challenging work environment noted for collaboration and knowledge sharing.

Vineland strives to create an environment that brings the power of diversity to life. We welcome applications from all qualified candidates including women, Indigenous peoples, members of visible minorities and racialized groups, persons with disabilities, persons of the 2SLGBTQIA+ community, and others. In accordance with all applicable provincial accessibility standards, accommodations are available upon request for candidates taking part in all aspects of the recruitment, selection and/or assessment process.

And there's more...

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|---------------------------------|------------------|
| • Flexible work arrangement | • Paid vacation |
| • Competitive Salary | • Employee perks |
| • Comprehensive health benefits | • Company Events |
| • RRSP Matching Plan | |

If selected to join our team:

You will be required to present proof of education (original transcripts/credentials). Credentials obtained outside of Canada require an evaluation to determine the Canadian educational equivalence. This evaluation must support the educational requirements for the position as a condition of employment. For further information, visit: World Education Services at: <http://www.wes.org/ca>.

Contact us...

We look forward to hearing from you!

Vineland is located at 4890 Victoria Avenue North*, Vineland Station, Ontario, Canada.

*(*Please note that this location is not accessible by public transportation.)*

Website: www.vinelandresearch.com

E-mail: careers@vinelandresearch.com

We appreciate all applications received; however, only candidates selected for an interview will be contacted. We confirm that we do not use AI in screening, assessing or selecting candidates; and this position is an existing vacancy.

For more information on Vineland Research and Innovation Centre, visit us at www.vinelandresearch.com.