



Engagement Manager, Corporate

Date: April 2, 2026

Position: Permanent, Full-Time

Location: Toronto, ON (Hybrid)

Join the Canadian Queer Chamber of Commerce (CQCC) in championing the economic empowerment of 2SLGBTQI+ businesses across Canada.

Established in 2003, the Canadian Queer Chamber of Commerce is a trusted partner linking 2SLGBTQI+ businesses in Canada to the wider business community. The CQCC fosters economic growth by supporting and nurturing 2SLGBTQI+ businesses, entrepreneurs, students and allies, and by helping Canada's corporate bodies connect with the 2SLGBTQI+ business community. A leader in inclusive procurement, the CQCC is also the certifying body in Canada for 2SLGBTQI+ businesses.

Role Summary

Engagement Managers at the Canadian Queer Chamber of Commerce (CQCC) are responsible for leading strategic business development and relationship management efforts with the CQCC's membership base. Primarily focused on corporate partners and allied sponsors, this Engagement Manager position is central to expanding CQCC's membership network, deepening engagement, and driving inclusive economic impact through collaboration and shared values.

The Engagement Manager will identify and cultivate new partnerships, maintain strong communication with existing members, and ensure alignment with CQCC's mission and programming. The role combines strategic outreach, account management, and stakeholder engagement to build lasting relationships that support queer entrepreneurship, inclusive procurement, and community investment.

Key Responsibilities

Business Development & Partnership Growth

- Develop and execute regional and national strategies to grow and diversify CQCC's corporate membership base;
- Increase organizational revenue through growing corporate engagement and sponsorship of CQCC programming.

Relationship Management & Ecosystem Development

- Serve as the primary point of contact for a suite of CQCC's prospective and current corporate partners, ensuring consistent and meaningful engagement;
- Build relationships with regional stakeholders, including corporate partners, government agencies, and community organizations;
- Maintain strong, trust-based relationships to support long-term collaboration and retention;
- Provide tailored support and guidance to CQCC's corporate partners, members, and sponsors based on their strategic goals and areas of interest;
- Represent CQCC at external events and act as an ambassador for the organization.

Engagement & Programming

- Collaborate with internal teams to ensure programming reflects corporate partner and member needs and geographic/industry context;



- Connect corporate partners and members with relevant programming, events, and initiatives that align with their strategic priorities;
- Facilitate corporate partner and member participation in CQCC programming inclusive of supplier diversity initiatives and ecosystem-building activities;

Communication & Support

- Maintain proactive communication with corporate members and partners through regular updates, meetings, and touchpoints;
- Gather feedback and insights to inform programming, improve partner experience, and strengthen relationships;
- Ensure corporate members and partners are aware of and connected to opportunities for visibility, impact, and collaboration.

Reporting & Strategic Insights

- Track engagement metrics, partner feedback, and regional trends to inform strategy and decision-making;
- Provide regular updates to internal teams on regional activities, partnership outcomes, and emerging opportunities.

Required Skills & Experience

Experience & Background

- 5+ years of progressive experience in business development, account management, stakeholder engagement, partnership development, or a related role;
- Demonstrated experience driving revenue and achieving/exceeding membership, sponsorship, and/or advertising targets with various levels and sizes of allied businesses;
- Demonstrated experience building and managing relationships with corporate partners, sponsors, or institutional stakeholders;
- Experience working across multiple regions or managing geographically dispersed portfolios;
- Background in business development roles within the not-for-profit, economic development, or supplier diversity sectors is a strong asset;
- Experience supporting entrepreneurs, equity-deserving communities, or equity-driven economic initiatives is highly valued.

Core Skills & Competencies

- Strong relationship-building and consultative engagement skills, with the ability to drive revenue to the organization while cultivating trust-based, long-term partnerships;
- Proven ability to communicate value propositions clearly and effectively to a range of audiences, including corporate executives, allies, entrepreneurs, and community partners;
- Strategic thinker with the ability to translate organizational priorities into actionable business development and engagement strategies;
- Excellent written and verbal communication skills, including comfort with presentations, briefings, and facilitation;
- Strong organizational and time-management skills, with the ability to manage multiple priorities and partner relationships simultaneously;
- Proficiency with CRM systems, partnership tracking tools, and standard business software (Microsoft Office / Microsoft 365 / Microsoft Dynamics);
- Experience using data, feedback, and metrics to inform engagement strategies and reporting;



- Willingness and ability to travel within Canada as required, including evenings and weekends;
- Fluency in French and English is a strong asset.

Collaboration & Ways of Working

- Ability to work cross-functionally with programming, communications, and operations teams to align partner engagement with organizational goals;
- Comfortable working independently while contributing to a collaborative, values-led team environment;
- High degree of professionalism, discretion, and accountability when representing the organization externally.

Equity, Inclusion & Values Alignment

- Demonstrated commitment to equity, inclusion, and community-centered approaches to economic development;
- Lived experience as a 2SLGBTQI+ person, or a strong track record of working in solidarity with diverse and equity-deserving communities, is considered an asset;
- Cultural competency and emotional intelligence, with the ability to navigate complex stakeholder relationships thoughtfully and respectfully.

Terms

This is a hybrid, full-time position based out of CQCC's head office in Toronto, ON. Regular travel to events within Toronto and across Canada is required.

Compensation

Salary will be based on skills and experience, within the annual earnings range of \$70,000 – 85,000. Additional benefits round out the compensation package, including group benefit plan coverage, annual vacation, and a generous public holiday schedule including paid time off between Christmas Day and New Year's Day.

Applications

CQCC is working with Atlas Executive Search to fill this position. Please apply through the form on their website [here](#).

Applications will be reviewed on a rolling basis until the position is filled.

The CQCC strives to foster an inclusive workforce and is committed to applying principles of equity throughout the recruitment and hiring process. Members from equity-deserving groups are especially encouraged to apply and to self-identify. All qualified applicants will be considered.

If you require accommodations for any part of the recruitment and hiring process, please contact Sarah Evalina, Chief Operating Officer, at sarah.evalina@queerchamber.ca.