

Position: President, General Manager

Company: Niagara Falls Convention Centre (NFCC)

Location: Niagara Falls, Ontario, Canada

Contract Type: Permanent, Full-Time

About Us:

Located in the vibrant Niagara Fallsview Entertainment District, NFCC boasts 300,000 sq. ft. of premier convention space. We're a central hub for international, national and regional conventions, trade shows, and high-profile corporate events, contributing significantly to the Niagara Region's economy.

About the Role:

The Niagara Falls Convention Centre (NFCC), one of the largest event facilities in Ontario, is seeking an experienced President and General Manager to lead the organization. Reporting directly to the Board of Directors, you will set the strategic vision and oversee all aspects of operations, sales, and marketing, driving the NFCC's continued success as a premier event destination. You will work closely with the Board to develop long-term plans while ensuring daily operations are optimized for growth and financial stability.

What You'll Do:

- Oversee and drive the NFCC's sales and marketing efforts, developing successful strategies to attract new business and increase event bookings.
- Collaborate with the Board of Directors on setting and executing the NFCC's strategic direction.
- Manage all aspects of building operations including partnerships with subcontractors (i.e. food, beverage, and audiovisual), to ensure high-quality service delivery.
- Lead and motivate a high-performing senior leadership team.
- Ensure strong brand positioning for NFCC, enhancing its reputation as a premier choice for conventions and large-scale events.
- Engage with clients at all levels, whether hosting meetings or attending events, to build effective partnerships and sponsorship opportunities.
- Represent the NFCC publicly, building relationships with clients, stakeholders, business communities, and tourism organizations to strengthen NFCC's role in Niagara's economy and tourism industry.

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Who You Are:

- Proven senior leader with significant experience managing large public venues, such as convention centers or hotels, with expertise in convention sales and marketing strategies that drive business growth in national and international markets.
- Adept at building operations and ensuring smooth, efficient venue management.
- An experienced people leader with the ability to inspire and manage teams.
- Excellent relationship builder, with the ability to engage a wide range of stakeholders, from internal teams, vendors, and industry leaders to local community partners.
- Comfortable in public-facing roles, able to engage with clients, attend meetings, and represent NFCC in a variety of settings.
- Ability to travel locally, nationally, and internationally.
- Post-secondary degree or equivalent venue accreditation is of interest.

Why NFCC?

This is a rare opportunity to lead a high-profile, internationally recognized organization that plays a critical role in Niagara's thriving business and tourism sectors. You'll be at the forefront of driving NFCC's brand and reputation while contributing significantly to Niagara's economy. The comprehensive compensation package for this position includes a competitive salary, bonus, benefits, and RSP contributions.

To Apply

Please send your resume in confidence to Shena Mistry, Executive Search Consultant: shena@careercompasscanada.com with the subject line "President, General Manager – NFCC."

Niagara Falls Convention Centre is an equal opportunity employer. We are committed to inclusive, barrier-free recruitment and selection processes and work environments. If you are contacted for a job opportunity, please advise Human Resources of any accommodations needed to ensure you have access to a fair and equitable process. Any information received relating to accommodation will be addressed confidentially, in accordance with the *Ontario Human Rights Code* and the *Accessibility for Ontarians with Disabilities Act*.

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

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