



Hope for Community Development is Hiring a Business Development Officer!

Canada Summer Jobs 2026 Position

Hope for Community Development is seeking a motivated, analytical, and creative **Business Development Officer** for an 8-week contract through the **Canada Summer Jobs (CSJ)** program. In this role, you will support the growth and strategic development of **Next Gen Photography**, our youth-led social enterprise that provides meaningful employment pathways for Black, newcomer, and racialized youth in Waterloo Region.

This opportunity is perfect for someone who enjoys **research, strategy, community engagement, and business development**, and who is excited to help a social enterprise grow through **data-driven insights, market analysis, and strong client relationship building**. You'll play a key role in strengthening our enterprise's visibility, competitiveness, and long-term sustainability.

About Hope for Community Development

Hope for Community Development is a registered charity dedicated to empowering marginalized, newcomer, and racialized youth and families across Kitchener and surrounding areas. Through education, entrepreneurship, creative arts, and community-driven programs, we create pathways for young people to build skills, gain meaningful experience, and lead positive change in their communities. Our work focuses on breaking the cycle of poverty faced by Black and newcomer families by providing a comprehensive launch pad of supports tailored to their unique needs.

Learn more at www.hope4cd.org.

Position Overview

The **Business Development Officer** will play a key role in strengthening the business operations, market positioning, and growth strategy of our creative services enterprise. Working closely with the leadership team, you will conduct market research, support client engagement, business development, social media content creation, and contribute to strategic planning that enhances the enterprise's visibility.

This is a **Canada Summer Jobs** position running from **May 19, 2026, to July 20th, 2026**.

Key Responsibilities

Market Research & Industry Analysis

- Conduct market research on photography, digital media, and creative service demand across Waterloo Region
- Identify emerging opportunities, pricing standards, and potential client segments
- Analyze competitors and industry trends to inform service positioning, branding, and revenue model improvements

Business Development Strategy

- Develop outreach plans, client acquisition funnels, and partnership pathways
- Identify collaboration opportunities with nonprofits, small businesses, and event service providers
- Support the creation of proposals, presentations, and business development materials

Client Relationship Management

- Prepare proposals and quotes for prospective clients
- Track inquiries and maintain CRM tools
- Gather and organize client feedback to improve service delivery

Operational & Financial Support

- Assess operational and financial data to support decisions on staffing, subcontracting, and training needs
- Assist with evaluation and reporting, including participant outcomes, employment pathway metrics, and revenue indicators
- Align reporting with Hope4CD's existing evaluation framework

Marketing & Communications Support

- Support promotional activities and marketing collateral development
- Use market insights to strengthen brand visibility and secure new contracts
- Contribute to digital content and communications as needed

Qualification - Skills and Competencies

- Interest or experience in business, marketing, communications, economics, nonprofit management, or related fields
- Strong research, analytical, and problem-solving skills
- Ability to communicate clearly and professionally

- Comfort with digital tools (Google Suite, CRM systems, Canva or similar platforms)
 - Curiosity, creativity, and a passion for social enterprise and youth empowerment
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Canada Summer Jobs Eligibility

To apply for this position, you must:

- Be **between 15 and 30 years old** at the start of employment
 - Have a **valid Social Insurance Number (SIN)**
 - Be a **Canadian citizen, permanent resident, or person with refugee protection**
 - *International students and temporary residents are not eligible*
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Compensation & Duration

- **\$17.60 per hour + Enjoy flexible work hours along with 4% vacation pay provided in lieu of vacation days.**
 - **May 19th, 2026 – July 20th, 2026**
 - **35 hours per week**
 - Hybrid work (in-person in Kitchener + remote)
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How to Apply

Please submit your **resume** and **optional cover letter** through our online application form.

If you experience issues with the form, email your application to: [✉ careers@hope4cd.org](mailto:careers@hope4cd.org)
Subject line: **“2026 Canada Summer Jobs – Business Development Officer – [Your Name]”**

All youth are welcome to apply.

We will be accepting applications from all qualified candidates, including applicants with disabilities, Black and other racialized youth, Indigenous youth, and 2SLGBTQI+ youth. Hope for Community Development is committed to equitable and inclusive hiring practices. Please let us know if you require any accommodations at any stage. Only applicants selected for an interview will be contacted.

We're excited to meet passionate young leaders like you and can't wait to see what you bring to our team.