

Portfolio Lead / Partnership Development

- Variable based compensation structure, commensurate with experience and skills
- Remote / Flexible
- Our firm offers a four-day workweek

About Ryelle Strategy Group

Ryelle Strategy Group is a boutique consulting firm specializing in driving strategic transformation for public sector organizations, corporations, and NGOs. We co-create visionary strategies and system-wide transformation with governments, corporations, first responders and communities —going beyond consulting to deliver measurable impact through innovative strategies, execution, and mobilization.

Since our founding, we've built a global footprint, deploying over 100 subject-matter experts, engaging 100,000+ stakeholders, and unlocking \$100 million in economic empowerment opportunities. With NGOs representing half our clientele, sustainable impact remains at the core of our work.

About the Role

We are seeking a visionary leader and strategic connector to serve as our Director, Partnership Development. This role is critical to expanding our presence in Canada, strengthening client relationships, and forging high-impact partnerships across government, socially minded corporations, community-based organizations, and diverse client environments.

This is more than business development—it's about shaping the future of partnership development and external relations within a mission-driven landscape and becoming a critical part of the foundation of a growing firm. If you thrive in high-stakes environments and have a passion for mobilization, strategy, and revenue growth, we want to hear from you.

Key Responsibilities

- Lead strategic business development efforts, identifying and securing new market opportunities
- Cultivate and influence relationships with leaders, policymakers, and strategic business partners
- Inform and lead service innovation / package development
- Provide advice and counsel to our portfolio leads on client projects
- Design and implement external relations strategies that advance Ryelle's mission and drive meaningful impact
- Oversee client accounts with a long-term partnership mindset, ensuring top-tier service and satisfaction



- Identify, develop, and spearhead strategic collaborations that foster revenue and organizational growth
- Represent Ryelle Strategy Group at industry-leading events, collaboration forums, and thought leadership engagements

Who You Are

A bold, entrepreneurial thinker, hungry to drive business expansion and make an impact in management consulting. Hustle is in your DNA—you thrive in high-stakes environments, motivated by a performance-based compensation structure, passionate about shaping strategy and engagement, and skilled in navigating complex landscapes.”

Qualifications & Experience

- Proven experience in revenue development, external relations, or government relations providing measurable results
- Strong understanding of public sector dynamics, procurement processes, and partnership-building
- Exceptional communication, negotiation, and relationship-management skills
- Ability to strategically position Ryelle’s services in a competitive market and influence

If Ryelle feels like the right fit for you, we invite you to send your resume and cover letter to info@ryellegroup.com – be sure to include your philosophy on what drives success in business development.