



Sussex is Hiring!

Sussex's Ottawa office is seeking a Senior Associate for its Federal Practice, with a targeted focus on Energy & Environment. The successful candidate will be responsible for performing client management, policy research, government relations and strategic advisory duties to the highest professional standard. While primarily focused on client management, support, and retention, the Senior Associate will also be responsible for marketing the firm to prospective clients and new business development.

The candidate should have a solid understanding of federal government affairs, the legislative process and the policy landscape, particularly as it relates to climate change, power and utilities, clean technology and energy efficiency. The candidate must also have a high degree of political acuity and awareness of the federal political and policy landscape.

The Senior Associate reports to the Senior Vice President and Federal Practice Lead.

Job Responsibilities and Duties

As a Senior Associate the employee will lead client files, bring experience and strategic thinking to solve client challenges and work with Sussex leadership to grow the practice area as an integral part of the firm's industry-leading public affairs and strategic communications offerings.

Skills: The Senior Associate will develop and advise clients on top-line engagement strategies and support clients in all implementation activities. They will have strong interpersonal and communication skills, verbal and written, and be able to balance multiple priorities on tight timelines. Attention to detail is critical, as are sound judgement and ethics.

Client Services: The successful candidate will be responsible for day-to-day client account management, including relationship management, service quality control, product development and execution.

Strategic Thinking: The Senior Associate will understand the complexities of the political environment, government policy and issues management, as well as the energy and environment sectors, and provide thoughtful, creative advice to clients on how to achieve their goals. A strong familiarity with the space, its stakeholders and its policy frameworks are essential to the quality of our advice. Regular monitoring and re-evaluation are key to ensuring strategies remain on track.



Business Development: The successful candidate will be responsible for identifying, pitching, and drafting proposals for new clients. This requires a strong knowledge of Sussex's integrated public affairs service offering and understanding the needs and objectives of potential clients.

Qualifications

- Minimum 5 years of relevant government and/or advocacy experience
- Minimum 4-year university degree
- Adept communicator with strong interpersonal skills, sound judgement and client management experience
- Self motivated with ability to focus on tasks at hand and complete with accuracy in a timely manner
- Detail oriented and focused on accuracy of work
- Able to work in multi-tasking environment, to be flexible and to adapt to different situations
- Computer skills and knowledge of Microsoft Office 365
- Proven organization, time management, and problem solving skills
- Ability to maintain confidentiality
- Excellent verbal and written English communication skills. French proficiency is an asset.

How to Apply

Interested applicants should email a cover letter and resume detailing relevant work experience to dmccarthy@sussex-strategy.com with the subject line 'Senior Associate, Federal' by Sunday, February 6th.

About Sussex

Sussex Strategy Group is Canada's premier advisory firm for businesses and organizations in tightly regulated markets facing complex challenges involving government, regulatory agencies and the public. Sussex uses experience, skill, ingenuity, and in-depth research to enhance and protect our clients' interests, business success and reputations.

Our mission is to be the most respected public affairs firm in Canada by offering superior service and value to our clients, our team, and our stakeholders, while conducting our business with integrity, inclusivity, creativity and a dedication to excellence.

Established in 1998, the firm remains Canadian-owned and independently operated.

Sussex has offices in Toronto and Ottawa, and a network of expert affiliates in major centres across the country. By combining experience, capabilities, unparalleled knowledge of government and public relations expertise, Sussex provides leading domestic and international



businesses and trade associations with the guidance and execution support they need to achieve success.

Our service offering includes government relations and advocacy at all levels of government; monitoring and issues management; government procurement; corporate communications, strategic planning and advice; community relations; digital campaigns, grassroots mobilization strategies and crisis communications; trade facilitation and business-to-business advisory services; and regulatory support.

We have helped manage public affairs work on large-scale projects, led business development initiatives and transaction support in Canada and the United States, and have developed successful permitting and approvals and community outreach campaigns.

Sussex is proud to maintain one of the largest public affairs practices in the country, with a political, policy and business network second to none. Our specialty is tackling complex matters that demand a depth of experience and understanding.