



Vice President, Business Development

Prince Rupert, BC

Trigon Pacific Terminals Limited (Trigon), formerly Ridley Terminals Inc., is a modern, deep-sea marine terminal located in Prince Rupert, British Columbia, on the northwest coast of Canada. Established in 1983, Trigon provides an export point for natural resources from North America global markets. With an annual shipping capacity of 18.5 million tonnes, Trigon is a year-round, 24-hour operation, offering high-quality, high-performance services, safely and efficiently, and delivered by a highly skilled local team, the International Longshore and Warehouse Union, Local 523. Their focus is on the handling and export of natural resources produced in Western Canada – products which continue to be in high demand around the world for their superior quality.

In April 2022, the terminal introduced its rebrand as Trigon Pacific Terminals Limited (Trigon). Inspired by Coast Tsimshian artistic traditions and Indigenous ownership, the new name and identity reflects the significant recent and future planned changes at the terminal, and its accelerating progression towards a more diversified and sustainable future. With over 35 years of lasting legacies to build on, Trigon's new name reflects the opening of the next chapter for their company. It's a story that began in 2019 when they became a privately held entity and restructured their ownership to include two private equity firms with extensive expertise in industrial operations, as well as the Lax Kw'alaams Band and Metlakatla First Nation.

Going forward, Trigon's focus is on executing a longer-term diversification strategy. A strategy which will see them continue to deliver unsurpassed service quality and performance outcomes to their existing customers, while expanding the range of the commodities they handle, and building out their infrastructure accordingly. With the anticipation of this growth phase for the business moving forward, Trigon has decided to hire a Vice President, Business Development who will drive Trigon's commodity diversification strategy activities, while evaluating and developing potential partnerships from global commodity suppliers seeking to occupy Trigon's berth space.

As the ideal candidate, you bring commercial deal development, partnership evaluation, relationship management, and contract negotiation experience from a waterfront terminal or similar industrial organization. You are both a strategic deal maker and a tactical expert who is experienced getting into the detail through the full cycle of a deal. You have the ability to develop and present financial models and clearly articulate optimal

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potential partnerships to the Board. You are also motivated by the long-term success of the deals you close and have demonstrated your ability to build mutually beneficial partnerships with new and existing customers. Should you have experience working with Indigenous and/or Japanese organizations and/or communities, it will be highly valued.

Based in Prince Rupert, this is an opportunity for a strategic leader and deal maker to join an organization whose mission is to operate as an open-access, commercially sustainable enterprise with a safe and rewarding work environment. There is also an opportunity for this position to be based remotely, with frequent travel to Prince Rupert (about 50%).