

Chief Executive Officer (CEO)

National Apartment Council of Canada

Ottawa, ON (*Remote/Hybrid – some travel required*)

About the Organization

The National Apartment Council of Canada (National Apartment Council) is the united national voice of Canada's private apartment developers. Private apartment developers have built approximately 90% of Canada's apartment buildings and have delivered most of the nation's rental housing, with the Council's members responsible for a significant share - representing firms that have built more than 60,000 units with another 120,000 in the pipeline.

The Council brings together the country's leading private developers to ensure their expertise and experience directly inform federal policy and decision-making. It provides credible, solutions-focused representation to national leaders on matters affecting apartment development, financing, and housing policy. Through research, coordination, and strategic engagement, the Council advances a sustainable apartment sector that meets Canada's housing needs.

The Council's mission balances economic performance with social responsibility, advocating for a housing system where private developers can succeed while ensuring Canadians have access to safe, well-managed, affordable, and viable rental homes.

Position Summary

Reporting to the Board of Directors (chaired by the President, Derek Lobo), the Chief Executive Officer serves as the organization's chief strategist, spokesperson, and operational leader. The CEO will lead the Council through its next stage of growth - expanding membership, advancing government relations, and building a sustainable national organization representing Canada's private apartment developers.

The CEO will work closely with the Assistant Director, external consultants, and the Board to execute advocacy strategies, manage member engagement, oversee government relations, and ensure effective day-to-day operations.

Key Responsibilities

Leadership & Strategy

- Provide leadership to position the Council as the national voice of private apartment developers.
- Develop, in consultation with the Board, a comprehensive strategic plan for the organization and implement it to ensure measurable impact on policy, membership, and public perception.
- Oversee national government relations activities, including advocacy campaigns, consultations, and coordination of meetings with senior officials. The President and Founder will serve as the primary representative and lead in these high-level engagements, with the CEO supporting and ensuring alignment, preparation, and follow-through.
- Represent the organization at national forums, parliamentary committees, and other industry meetings, in alignment with the Council's advocacy goals.

Membership & Growth

- Drive membership recruitment, retention, and fundraising efforts, with a focus on expanding representation across regions and within the private apartment development sector.
- Foster alignment and collaboration with complementary housing and real estate associations to amplify a unified message - many voices supporting one consistent advocacy agenda for Canada's private apartment developers.
- Strengthen member value through exclusive data, policy briefings, and engagement opportunities.
- Build and maintain relationships with senior executives, developers, and industry associations.

Operations & Governance

- Manage day-to-day operations, budgets, contracts, and staff.
- Ensure effective communication and reporting to the Board.
- Coordinate committees, events, and publications.
- Maintain a collaborative, professional working culture focused on excellence and accountability.

Qualifications & Experience

- Minimum 10 years of senior leadership experience in commercial real estate, housing, development, or a related policy or association environment.
- Proven ability to scale organizations or initiatives, with experience in membership growth, revenue development, or advocacy campaigns.
- Strong political acumen and understanding of federal policy processes related to housing, taxation, and infrastructure.
- Demonstrated success in stakeholder engagement, coalition building, and public representation.
- Knowledge of marketing, communications, and brand positioning.
- Experience in project development or financing within the apartment or real estate sector preferred.

Personal Attributes

- Strategic thinker with an entrepreneurial mindset.
- Confident public communicator and credible industry advocate.
- Relationship-builder with strong interpersonal and negotiation skills.
- Highly organized, self-directed, and comfortable operating in a startup-to-scaleup environment.
- Committed to the Council's mission of enabling private developers to help solve Canada's housing crisis.

Working Conditions

- This is a remote/work-from-home position, with occasional travel required across Canada for member meetings, events, and federal engagement.
- The CEO will collaborate regularly with the Assistant Director and external consultants (government relations and communications).

Compensation: To be negotiated / Commensurate with experience

How to Apply: To apply, please email your cover letter and résumé to George Glover at george@gmfpartners.org before **November 28, 2025**