



is seeking a

BUSINESS DEVELOPMENT MANAGER – SMART CARDS

Salary Range: \$80,000 to \$90,000 per annum

Permanent Position

Metrolinx is responsible for leading the planning, development, implementation and financing of an integrated multi-modal transportation network for the Greater Toronto and Hamilton Area (GTHA). Taking a regional approach, Metrolinx will bring together the province, municipalities and transit authorities to produce long-term, economically and environmentally sustainable transportation solutions.

Within that context, bring your thorough understanding of smart card technologies to assist with all aspects of the commercialization of Presto Fare Smart Card in the Greater Toronto & Hamilton area. In this capacity, you will provide business development, technical and operational advice to lead the Presto commercialization effort. You will provide support for the extension of the Presto transit application to allow alternative card loading options, identify and seek out opportunities for affinity/loyalty marketing including licensing of the Presto application to third party card issuers and rental of space on the Presto chip beyond transit fare payment. In keeping with Metrolinx's mandate of exploring mechanisms to improve transportation service-integration, you will also assist with developing a commercialization strategy, including a Presto value proposition model, undertaking presentations with commercialization partners for sponsorship and building strategic alliances with commercial, municipal and non-profit entities, negotiating agreements with commercialization partners and writing/presenting reports on commercialization.

Location: 20 Bay Street, Toronto

Qualifications:

The successful candidate will bring a thorough understanding of smart card technologies including practical knowledge and experience on back end technologies and card payment systems, technical knowledge on software provided by system integrators, excellent understanding of card organizations, business models, marketing and technology innovations in the smart card industry. You must possess excellent planning, consulting, negotiation and marketing skills along with strong project management abilities. Excellent oral and written communication skills and strong presentation skills are also required to interact with a range of stakeholders. Able to work independently or collaboratively in a fast-paced and visible environment.

Please submit resume and cover letter no later than October 10, 2008 to:

Manager, Corporate Affairs
Metrolinx
20 Bay Street, Suite 901
Toronto, ON M5J 2N8

Fax Number: 416-874-5901

OR email: metrolinxresumes@metrolinx.com quoting **File Number GTTA-08-08.**

Only those selected for an Interview will be contacted.

AN EQUAL EMPLOYMENT OPPORTUNITY
www.metrolinx.com

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