



# Growth and Positioning Partner

## Montreal - Contract - 744000066166715

### Apply Now:

<https://jobs.smartrecruiters.com/Ubisoft2/744000066166715-growth-and-positioning-partner?oga=tr ue>

We are seeking a dynamic and driven Growth and Positioning Partner to support our VP of Operations in identifying and securing new business opportunities. This role is pivotal in expanding our market presence, forging new relationships, and reinforcing our positioning within the film and VFX ecosystem.

### Key Responsibilities

#### Business Development

- Collaborate with the VP of Operations to develop and execute growth strategies
- Conduct market research to identify new prospects and strategic opportunities
- Cold call, email, and message prospective clients and partners
- Qualify leads and coordinate introductory meetings or calls
- Maintain a robust pipeline of potential partners and clients

#### Marketing & Positioning

- Help craft and reinforce the company's positioning within the VFX and film industry
- Represent the company at industry events, networking mixers, and conferences
- Work with internal teams to ensure marketing assets align with business goals

- Assist with content creation, social media efforts, and targeted outreach campaigns

## Relationship Management

- Build and nurture relationships with studios, agencies, producers, and creatives
- Act as a brand ambassador and point of contact for external partners
- Track communications and follow-ups with internal tools or other systems

## Qualifications

- Experience in business development, sales, partnerships, or related roles
- Must demonstrate a strong passion and understanding of film and TV culture, industry trends, and storytelling.
- Exceptional communication and interpersonal skills
- Comfort and confidence in cold outreach and networking environments
- Bilingualism (French and English) is essential, as the role involves working with clients and partners around the world
- Experience in VFX/post-production industry is a plus, but not required
- An interest in how VFX are made and the tech behind them is a plus—but no technical skills are required.
- Self-starter with strong organizational skills and the ability to work independently

Our passion for innovation and our team's creativity are recognized throughout the industry and remain the cornerstone of our work philosophy. Our team is comprised of over 200 highly qualified

creators working in two creative spaces located in Piedmont, in the Laurentians, and in the Mile-End district of Montreal.

Our repertoire holds prestigious titles such as 300, Avatar, Hunger Games and Jurassic World, as well as in the last 6 instalments of the Star Wars franchise and the new Disney+ high-end TV series, The Mandalorian, The Book of Boba Fett, Obi Wan Kenobi and Andor.

At Hybride, first and foremost, we are good human beings, who value well-being and solidarity. We're committed to fostering a work environment that is inclusive and respectful of all differences.

**At Hybride, you can come as you are. We embrace diversity in all its forms. We're committed to fostering a work environment that is inclusive and respectful of all differences.**