



Job Title: Client Contractor Liaison

Reports to: Local 110 PITT Fund Trustees and Local 110 Business Manager

Position Summary

The Client Contractor Liaison plays a key role in advancing Local 110's mission by identifying and recruiting worker leaders from non-union operations who are in need of representation. This position involves direct contact with clients and non-signatory contractors to demonstrate the value of a union workforce.

The successful candidate will research and evaluate potential organizing targets, build relationships with unorganized workers, develop leadership within the workforce, and mobilize Local 110 members to support external organizing initiatives. This role also requires collaboration with the Local 110 Organizing Committee and promotion of the Mechanical Insulation Trade, including system design, installation, maintenance, performance skills training & certification, and quality assurance.

This is not a standard 9-to-5 position. The role requires flexibility to work early mornings, evenings, and weekends, as well as travel and extended periods away from home. This is a **salary position**.

Key Duties & Responsibilities

- Demonstrate in-depth knowledge of union services and their benefits.
- Understand and explain the union certification process.
- Research target companies or sectors, including history, ownership, funding, and operations.
- Engage workers and show how unionization improves wages, benefits, and working conditions.
- Anticipate and address concerns or doubts workers may have about forming a union.
- Develop worker leaders and mobilize membership support for campaigns.
- Negotiate and communicate effectively with clients, contractors, and stakeholders.
- Represent Local 110 through public speaking engagements and outreach.
- Travel as required to meet organizing objectives.
- Perform other duties as assigned.

Requirements



- Journeyman member of the International Association of Heat and Frost Insulators and Allied Workers Local 110.
 - Strong verbal and written communication skills.
 - Public relations and marketing abilities.
 - Team player with strong self-motivation.
 - Active listening and creative problem-solving skills.
 - Ability to work under pressure and manage multiple priorities.
 - Confidence, professionalism, and self-awareness.
 - Strong research and computer proficiency.
 - Thorough knowledge of the **Employment Standards Act** and **Labour Relations Code** (federal and provincial).
 - Valid driver's license.
 - Ability to obtain a valid passport and travel to/from the United States.
 - Must be an Alberta resident or willing to relocate.
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Working Conditions

- Irregular hours, including early mornings, evenings, and weekends.
- Frequent travel and overnight stays required.

For the above position please email a cover letter and a resume to careers@insulators110.com

Subject line: organizer