



Job Description

Position: Senior Account Director – Federal Practice (September 2026)

Location: Ottawa, Ontario

Reports To: Senior Leadership, Federal Practice

Work Model: Hybrid (in-office and remote)

Employment Type: Full-time, Permanent

About Counsel Public Affairs – Relentlessly Committed to Client Success

Launched in 2004, Counsel Public Affairs has grown to become Canada's most effective, fully integrated public affairs agency.

Our dedicated teams of experienced, multipartisan consultants are on the ground, delivering results for clients in Ottawa, Toronto, Winnipeg, Edmonton, Calgary, Vancouver and Victoria. With strategic partnerships in Quebec and Atlantic Canada, Counsel successfully serves clients nationwide – all under one roof.

With expertise across a wide range of sectors of the Canadian economy, Counsel offers an extensive suite of fully integrated public affairs services, including government relations, strategic and corporate communications, crisis and reputation management, opinion research and integrated campaigns.

The Opportunity

We are seeking an experienced **Senior Account Director** to join our growing Federal Practice in Ottawa. This is a senior client-facing role for an accomplished government relations professional who understands how decisions are made in Ottawa and knows how to turn that insight into effective strategies and results for clients.

Based in Ottawa, the Senior Account Director will lead complex client mandates, provide strategic government relations and public affairs advice, develop and execute advocacy strategies, and build trusted relationships with clients and key government and stakeholder audiences.

The ideal candidate brings significant experience working in or around the federal government, Parliament, politics, or a government relations consultancy. They are politically astute, highly connected, entrepreneurial, and comfortable operating in fast-moving and high-pressure environments.

Key Responsibilities

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Client Leadership

- Serve as a senior strategic advisor and trusted counsel to clients.
- Lead multiple client accounts and complex government relations mandates from strategy through execution.
- Develop a deep understanding of each client's business, objectives, policy environment, and competitive landscape.
- Identify emerging political, policy, regulatory, and stakeholder opportunities and risks.
- Develop and present clear, practical recommendations that help clients achieve their objectives.
- Maintain strong client relationships and identify opportunities to grow and deepen existing mandates.

Federal Government Relations & Advocacy

- Develop and execute sophisticated federal government relations and advocacy strategies.
- Monitor federal political, legislative, regulatory, and policy developments and assess their implications for clients.
- Navigate relationships across Parliament, Ministers' offices, government departments, central agencies, and other key decision-makers.
- Develop stakeholder engagement strategies and facilitate high-level meetings and introductions.
- Prepare clients for meetings with Ministers, political staff, Members of Parliament, senior public servants, and other stakeholders.
- Develop briefing materials, key messages, stakeholder maps, advocacy plans, and other strategic products.

Strategic Counsel

- Provide timely and informed advice on federal political and policy developments.
- Anticipate changes in government priorities and identify potential opportunities for clients.
- Help clients understand not only what government is doing, but why decisions are being made and how they can effectively engage.
- Work collaboratively with colleagues across government relations, communications, research, and other disciplines to deliver integrated solutions.

Business Development & Leadership

- Contribute to the growth of the Federal Practice and the broader firm.

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- Develop new client relationships and identify business development opportunities.
- Participate in pitches, proposals, presentations, and other business development activities.
- Mentor and support junior consultants and contribute to a collaborative, high-performing team environment.
- Represent the firm at industry, political, and stakeholder events.

Qualifications

- Minimum of 6 years of relevant experience in federal government relations, public affairs, politics, government, Parliament, policy, or a related field.
- Significant experience working with the Government of Canada, Parliament, political organizations, industry associations, or government relations clients.
- Strong understanding of federal government decision-making, parliamentary processes, and the Canadian political landscape.
- Established relationships and credibility with relevant federal political, government, and stakeholder audiences.
- Demonstrated ability to develop and execute effective government relations and advocacy strategies.
- Proven experience managing senior client relationships and complex mandates.
- Excellent written and verbal communication skills, with the ability to distill complex issues into clear and compelling advice.
- Strong political judgment and the ability to anticipate issues, opportunities, and risks.
- Excellent organizational skills and the ability to manage multiple priorities in a fast-paced environment.
- Post-secondary education in political science, public policy, communications, business, law, or a related discipline is preferred.
- Bilingualism in English and French is considered a strong asset.

Core Competencies

- Strategic and political judgment
- Client leadership and relationship management
- Federal government and parliamentary expertise
- Advocacy and stakeholder engagement
- Exceptional written and verbal communication
- Business development and entrepreneurial mindset
- Sound judgment and discretion
- Initiative and proactive problem-solving
- Ability to work independently and collaboratively
- Strong project management and attention to detail
- Commitment to client success



What We Offer

- The opportunity to work alongside an experienced, high-performing team of public affairs professionals.
- Exposure to a diverse range of clients, sectors, policy issues, and political environments.
- A collaborative and entrepreneurial workplace where initiative and sound judgment are valued.
- Meaningful opportunities for professional growth and advancement.
- A hybrid work environment based in Ottawa.

Compensation and Benefits

- Base salary of \$105,000 - \$125,000 (CDN), commensurate with experience and qualifications.
- Additional compensation and benefits information will be discussed during the recruitment process and may include health benefits, paid vacation, professional development support, and performance-based compensation opportunities.

Recruitment Process Disclosures

Artificial Intelligence Disclosure

Counsel Public Affairs does not use artificial intelligence to screen, assess, or select applicants during the hiring process.

Accommodation Statement

Counsel Public Affairs is committed to fostering an inclusive, accessible, and respectful workplace. Accommodations are available upon request for candidates participating in all aspects of the recruitment and selection process in accordance with applicable human rights and accessibility legislation.

Application Instructions

Interested candidates are invited to submit a resume and cover letter to careers@counselpa.com. Applications will be reviewed on a rolling basis. Only candidates selected for an interview will be contacted. The deadline for submissions is Friday, September 18, 2026.