



Employment Opportunity

Investment Catalyst

Reports to: Project Director of EntrepreNorth

Start Date: August 2nd, 2021 (or until position is filled)

Salary: \$80K - \$100K salary + comprehensive benefits package. Salary is negotiable based on experience.

Term: Full-time (37.5 hours a week), 2-year contract, with possibility of extension.

Location: Yellowknife, NT. Other Northern work locations may be considered on a case-by-case basis.

About EntrepreNorth

EntrepreNorth is a project on the MakeWay Shared Platform that empowers Indigenous and community-based entrepreneurs to build sustainable businesses and livelihoods across Northern Canada. Our purpose is to advance thought leadership on Indigenous-centred business practices that empowers innovation, creates social change, and generates new economic pathways. Ultimately, we want to support Northern economic resilience and community wellbeing that is empowered by Indigenous business leadership and innovation.

About the Role

EntrepreNorth is seeking an **Investment Catalyst** for an exciting development opportunity who is passionate about empowering Indigenous and community-based entrepreneurs to build sustainable businesses and livelihoods across Northern Canada.

EntrepreNorth and Raven Indigenous Capital Partners have come together to collaborate on the development of a *Raven Northern Lights Fund*. This is a transformative impact fund

that aims to invest in Northern Indigenous entrepreneurs in Yukon, Northwest Territories, and Nunavut. This partnership combines Raven Capital's investment experience and EntrepreNorth's experience building business knowledge and skills across the North.

The Investment Catalyst will work closely with the EntrepreNorth team and Raven Indigenous Capital Partners to support entrepreneurs to learn how to become investment ready and scale their business impact in a good way. They will also support the research, development, and implementation of an impact measurement and reporting framework to demonstrate blended social and financial returns on investment that aligns with Indigenous worldview and values.

The successful candidate will receive professional development opportunities to gain investment readiness and impact investing knowledge to fully grow into and excel in this new role.

The ideal candidate must:

- Enjoy teaching and mentoring entrepreneurs
- Value Indigenous ways of knowing and being
- Recognize pathways to scale businesses
- Have a keen interest in impact capital
- Be ready and willing to learn on the job
- Be self-motivated and able to collaborate well with others

Key Roles and Responsibilities

- Lead the development and implementation of investment readiness programming for Northern Indigenous and community-based entrepreneurs.
- Facilitate investment readiness programming and other relevant content across all of EntrepreNorth's program offerings.
- Host Northern based events that bring together entrepreneurs and investors.
- Deepen collaborative programming relationships with Northern ecosystem partners, including funding agencies.
- Provide pre and post investment mentorship to entrepreneurs, including those who are accessing the Raven Northern Lights Fund.
- Develop expert knowledge of the fundraising process, due diligence process, and deal structuring of investments.
- Support the research and development of Northern Indigenous economic measures of success.

- Support the development and implementation of an EntrepreNorth impact framework that demonstrates blended social and financial returns on investment.
- Represent EntrepreNorth on relevant impact investment governance and advisory committees.

Desired Skills and Experience

Required:

- Postsecondary degree in Business, Finance, Marketing or other related field of study
- Minimum 2 – 4 years' work experience in a relevant field in Canada's North
- Experience working in Indigenous communities and/or culturally sensitive environments
- Strong management and organizational skills
- Ability to take initiative and work both independently and collaboratively
- Ability to maintain confidentiality and handle sensitive information
- Willingness to grow and develop on the job

Assets:

- Strong networking and relationship building abilities
- Strong communication and interpersonal skills
- Entrepreneurial mindset; highly motivated self-starter
- Familiar with business fundraising processes and grant, debt, and equity financing
- Strong business acumen with experience in financial modelling and market growth strategies
- Knowledge of Indigenous research methodologies

How to Apply

Please submit your resume and cover letter with your responses via the online form at www.entreprenorth.ca/careers. This position will remain open until filled. Thank you.

For more information about EntrepreNorth and MakeWay, please visit:

www.entreprenorth.ca

*As **EntrepreNorth** is on [MakeWay's Shared Platform](#),*

the selected candidate will be an employee of MakeWay.

MakeWay is strongly committed to creating a diverse workplace environment and we welcome and encourage applications from the communities we serve. We are proud to be an equal opportunity employer.

MakeWay will provide accommodation during all steps of the hiring process, upon request, to applicants with disabilities. Please advise us if you need any accommodation.

Our sincere appreciation to all those expressing interest in the position, however, only those applicants invited for an interview will be contacted. Thank you for your interest!