



Business Development Manager, Energy Transition Centre

Innovate Calgary

CALGARY, ALBERTA

The Energy Transition Centre

Imagine a downtown Calgary space filled with science and engineering professionals from academia and industry, brainstorming and discussing energy transition and high-grading technology solutions. Imagine a space with brands and logos of tens of companies firmly behind an energy transition vision that will spur technology-led economic development and strengthen the local economy. Now imagine the person, the front-face for this space, supporting its daily operations and playing an essential role in achieving its vision. If you are excited to contribute to creating this vision and making it happen, the Business Development Manager (BD Manager) role is for you.

The Energy Transition Centre is a partnership between Prairies Economic Development Canada, Innovate Calgary, the University of Calgary (UCalgary), Avatar Innovations, and energy transition industry leaders. It is a one-of-a-kind initiative that creates, de-risks, and high-grades energy transition technologies through a novel team formation process, mentoring, startup formation, and investment protocol. The Transition Centre, located in the Ampersand building, downtown Calgary, includes incubation space, commercialization programming, and investments in startups. In addition, its central location is a networking and ideas exchange venue for the broader energy transition community.

Innovate Calgary

Innovate Calgary is the technology transfer and business incubator center for the University of Calgary. As part of the Office of the Vice-President (Research) portfolio, we work with University of Calgary researchers, students, and other members to bridge the gap between discovery and create economic and societal impact.

We provide a unique environment for employees, combining a flexible working environment with significant exposure to the breadth of the University of Calgary's growing innovation and entrepreneurial ecosystem.

The Role:

Reporting to the Energy Hub Lead, the BD Manager is an exciting role for a self-starter, friendly individual who will play an essential role in positioning the Centre as a leader in the energy transition vision in Calgary and beyond. This role will also contribute to:

1. Transforming a downtown Calgary space into a vibrant community hub for energy and cleantech professionals to network
2. Supporting programming for technology commercialization and upskilling HQPs from industry and academia
3. Engaging with various stakeholders to develop, manage, and expand a membership program

In addition to business development and community engagement responsibilities, this position provides plenty of opportunities for professional development and career progression in other hub operations, industry engagement, and new ventures business areas at Innovate Calgary.



Who You Are:

- Experienced in managing and growing memberships for an industry association/ consortium and or in community engagement programs in the energy/industry sector(s)
- Have excellent knowledge of regional and national energy/cleantech industries and innovation ecosystem
- Experienced in preparing proposals/marketing materials for fundraising from public/private sponsors in the energy sector, and working familiarity with executing simple agreements (e.g., NDAs, membership agreements, etc.)
- Experienced in translating complex concepts, research, and ideas into materials that stakeholders and funders can easily understand
- Enthusiasm for launch, development, and management of new programs, innovations labs, accelerators, and other entrepreneurial initiatives
- Comfortable with cold calling and networking with stakeholders, enthusiastic about ambiguity and working in complexity, and identifying and maturing business opportunities with minimal guidance
- Have excellent written and oral communication skills esp. in communicating value propositions of commercialization opportunities and technology development programs that are still evolving
- Able to work in a changing environment with multiple projects on the go

Key Responsibilities Include (but are not limited to):

- Manage a membership program including agreements, intake, onboarding, and ongoing relationship management with Centre members
- Contribute to strategizing the membership program as a mechanism for stakeholder engagement, brand enhancement, and building the Centre's vision
- Contribute to fundraising for existing and future programming for the Centre
- Participate in the general administration of the Energy Transition Centre and manage participation agreements (e.g., NDAs) related to Centre operations
- Engage with stakeholder groups, explore membership interest, and grow the membership program
- Engage with UCalgary graduate students, researchers, and faculty members to encourage and solicit participation in the Centre programs and identify and promote relevant university IP for commercialization through one or more of the programs
- Coordinate with UCalgary postdoctoral office and other groups at Innovate Calgary for delivering programming related to ideation, acceleration, financing, and advising for technology-led business/startups
- Organize research showcase, presentations, and workshops in coordination with UCalgary faculty, and stakeholders, and promote industry and innovation partner attendance in these events



Qualifications

- A bachelor's degree in science/applied science/engineering/business is a must
- Knowledge of energy innovation/entrepreneurship to develop and lead a portfolio of programs as well as to work individually with entrepreneurs
- Ability to work independently with minimal supervision and as part of a team
- Ability to work under pressure, meet deadlines, prioritize workload, and multi-task
- Excellent oral, written, and interpersonal communication skills
- Demonstrated ability to establish and maintain effective relationships with government, non-profit, business and community leaders, colleagues, partners, and other key stakeholders
- Demonstrated skills in essential program management functions, including developing work plans, managing budgets, conducting reporting
- Work authorization in Canada

Interested applicants should forward their cover letter and resume to hr@innovatecalgary.com.

We thank all applicants for their interest; however, we will only contact those we need further information from or who are being considered for an interview.

Application closing date: End of Day, **June 3, 2022**

Innovate Calgary is an equal opportunity organization committed to building and fostering a fair and inclusive community that values diversity and encourages respect for all. We welcome applicants across any race, colour, religion, sex, sexual orientation, gender identity, national origin, disability, protected veteran status, Indigenous status, or any other legally-protected factors. We recognize the value of identifying and removing barriers for any applicants interested in participating in our programs.