

# Business Development Manager Indigenous Young Entrepreneurs

(Ottawa or Toronto, Ontario)



## About Futurpreneur Canada

Futurpreneur Canada has been fuelling the entrepreneurial passions of enterprising young Canadians since 1996. We're the only national, non-profit organization that provides financing, mentorship and resources to aspiring business owners aged 18-39. More than 13,000 young Canadian entrepreneurs, spanning every province and territory, have successfully launched their business with Futurpreneur's support. Their main street businesses help drive Canada's inclusive economic prosperity in communities from coast to coast to coast.

Futurpreneur is a founding member of the G20 Young Entrepreneurs' Alliance, the Canadian member of Youth Business International, and the Canadian host of Global Entrepreneurship Week.

**Our Purpose** (why we exist): To drive inclusive Canadian prosperity by fueling the success of young enterprise.

**Our Mission** (what we do every day to achieve our purpose): To provide early-stage financing, mentorship and other resources to help aspiring entrepreneurs age 18-39 launch successful businesses that contribute to sustainable economic development in their communities and for Canada.

**Our Values** (how we work – our core principles & commitments): We are mission-driven, collegial & collaborative, diverse & inclusive, and accountable & transparent.

## Here's the opportunity: Business Development Manager Indigenous Young Entrepreneurs

Working in an office space located in Ottawa or Toronto, Ontario, and working closely with the National Director, Indigenous and Northern Communities you will connect young Indigenous entrepreneurs to the business planning support, start up financing and mentorship they need to successfully launch businesses. In this role, you will also connect with and recruit mentors for the young entrepreneurs we support and work collaboratively with Aboriginal Financial Institution (AFI) members of the National Aboriginal Capital Corporation Association (NACCA) network and other community partners.

### What you will do:

#### Entrepreneurs:

- Act as Futurpreneur's main point of contact for young Indigenous entrepreneurs in Ontario and eastern provinces;
- Facilitate informal gatherings with Indigenous young entrepreneurs to discuss and learn about small business development;
- Support young, Indigenous entrepreneur leads by reviewing their business plans and cashflows and supporting them through the application stage of the process
- Promote awareness of Futurpreneur Canada and partner programs to young Indigenous people to increase participation of potential young entrepreneurs by delivering seminars, attending tradeshows and special events;
- Promote Futurpreneur programs and updates through local social media platforms.

#### Mentors:

- Attend and coordinate events that provide the opportunity to engage prospective mentors
- Identify, recruit and onboard volunteer mentors within the community;
- Communication with Futurpreneur client services regarding fulfilling mentor gap

#### Partners:

- Supporting the National Director, Indigenous & Northern Communities, build and maintain strong relationships with Aboriginal Financial Institutions and other community partners in Ontario and eastern provinces to support young, Indigenous entrepreneurs access start up resources, support and financing;
- Manage relationship with local NACCA partners, Aboriginal Financial Institutions and others in the community, as well as grow the number of community partners if and where appropriate
- Attend and coordinate events that provide the opportunity to engage formal community partners
- Identify potential partners through research, events, networking and referrals
- Manage inquiries from potential new partners

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## What you will have:

- Must have a valid driver's license and access to a vehicle (40% of this role includes local and provincial travel)
- Relevant experience may include education with a focus on business administration, economic development, entrepreneurship or equivalent hands-on career experience;
- 3 years of experience in sales, start-up business development or economic development position
- Experience working with entrepreneurs or business start-ups, business plans and cashflows is considered a strong asset
- Excellent interpersonal and communications skills with the ability to influence
- Strong customer focus with the ability to work with volunteers
- Proficient with computer skills; experience with a Customer Relationship Management system is required
- Confident, proactive and self-motivated, able to work with minimal supervision
- Team Oriented
- Excellent organizational skills
- Ability to develop and facilitate program presentations and workshops
- Knowledge of trends within the entrepreneurial, startup, small business industry
- General administration experience including budget management, report writing, etc.
- Alignment with Futurpreneur's values and commitment to the mission/purpose of the organization
- Be a role model for Futurpreneur's organizational culture by creating a positive impact at every touchpoint with people

## Scoring assets:

- Event planning and execution experience
- Management and volunteer management
- Experience managing social media accounts (LinkedIn, Twitter, Facebook and Instagram)

## HOW TO APPLY:

Qualified candidates are invited to submit their **resume**, **cover letter** and **salary expectations** by **June 24, 2021**.

Please click on the following link : [Apply here](#)

## What we offer:

Futurpreneur offers you the opportunity to work for an organization with a clear and compelling purpose - helping young entrepreneurs realize their dreams. Respect, teamwork, diversity and inclusion, transparency, empathy, impact, innovation, high performance, recognition and working hard and having fun are important to us!

We offer an attractive compensation package that encompasses a competitive salary, amazing benefits and the opportunity to make an impact in the lives of young entrepreneurs and Canada's economy.

Futurpreneur Canada is committed to an inclusive, equitable workplace and encourages applications for all qualified candidates. We embrace the unique perspectives and experiences within our team. Reasonable accommodations are available on request for candidates taking part in the selection process.