



Venture Finance Strategist, carbonNEXT

Are you a details-oriented technical writer and funding strategist with a track record of success in securing grants from key public innovation organizations? Are you passionate about reducing Canada's climate impact through technology innovation and entrepreneurship? **Apply by sending your resume and concise cover letter (2-3 pages maximum) to admin@cmcghg.com , subject: Venture Finance, clarifying why you think you have the skills, experience and commitment to support the next generation of Canada's climatetech solutions in this role, making specific reference to the qualifications detailed below.**

CarbonNEXT is Canada's carbontech commercialization hub established in 2020 as a joint initiative of not-for-profits Foresight Cleantech Accelerator Centre (Foresight, Canada's leading cleantech accelerator) and Carbon Management Canada (CMC, a leading provider of industrial decarbonisation technology validation and expertise) to drive development and scaling of Canadian carbon capture, utilization and storage (CCUS) ventures and technologies. CarbonNEXT brings partners together to energize innovation, accelerate commercialization, and fast-track adoption of Canada's carbontech solutions. More specifically, it includes recruitment and acceleration of CCUS ventures, curation of a national network of technology validation facilities, engagement with industry partners, thought leadership and marketing, with a view to making Canada a global leader in CCUS.

We are looking for a Venture Fundraising Strategist to work alongside the Director, carbonNEXT and team to support the growth of Canada's CCUS startups & the impact of our national carbon ecosystem development program: carbonNEXT.

You are a great writer and communicator, a team player and entrepreneurial self-starter, are comfortable working remotely, and have strong time and project management skills. As a member of the carbonNEXT team at Carbon Management Canada, you will report to the Director of Carbontech at CMC, with the opportunity to engage with teams both in CMC and Foresight. Your daily job will involve working directly with brilliant entrepreneurs as part of a team of mentors and advisors to help founding teams establish a funding strategy and to secure non-dilutive funding. You will also support the carbonNEXT team in managing and maintaining its own funding pipeline and reporting obligations.

Your personal objectives will include delivering funding for promising CCUS startups, becoming the leading source of knowledge and insight on public funding for Canada's carbontech innovators, maintaining strong relationships with key funders, and sharing your skills and approach to tracking

and delivering on grant obligations across your clients.

Essential Duties And Responsibilities:

In this position you will lead the full lifecycle of funding, grants and sponsored program administration for the carbonNEXT program and for the 10 or so CCUS-focused startups we support each year. You will work collaboratively with CMC, Foresight, the CCUS startup teams, their advisors and our ecosystem of partners to:

- Design and support funding strategies for your 'clients', including helping teams clarify their vision, refine their pitch, clarify their path-to-market and convert this into compelling applications and narrative content
- Research and curate an overall pipeline of funding opportunities and track these across your clients,
- Research and identify optimal funding sources to support clients at various stages of their growth and strategize with clients to guide which funding sources to prioritize
- Lead proposals and applications, write grants, and advise with the negotiation of grants and contracts,
- Proofread, fact-check, and evaluate work against funding program criteria
- Support your clients through funding outcomes and grant reporting obligations with a framework for managing funding delivery, including advising (and potentially initial review) of claims, reporting and contract management.
- Build a library of content, templates, and a process roadmap to support clients and ensure continual learning

Qualifications

- Degree in a technical, scientific, or engineering discipline
- Excellent technical written communication
- Experience in an entrepreneurial technology venture, Industrial Research and Development environment, Federal or Provincial Lab/Research and Technology Office or leading academic institution where you managed federal, provincial, foundation and other grant funding, including reporting to funders.
- Track record of writing successful grant funding proposals including from organizations such as Alberta Innovates, Emissions Reduction Alberta, SDTC, Western Diversification Canada, US Department of Energy, Breakthrough Energy, etc.
- Excellent interpersonal and project management skills, able to balance multiple projects with competing deliverables
- Other assets that would be desirable include:



- Experience in grant reviews or in venture investment
- Familiarity with CCUS and cleantech
- Experience with the Canadian and/or US technology venture or non-profit funding environment
- Bilingual

Job Type: 0.8 FTE to Full-Time