



IAPO

First Nations Farm & Business Financing
220 North St., Box 100 Stirling Ont. K0K 3E0
1-800-363-0329 www.indianag.on.ca

FNWE Business Coach

IAPO, formed in 1984, provides farm and business financing, agriculture extension and business advisory services to First Nations communities and their members in Ontario. IAPO's financing, programs and services support the creation and expansion of First Nations businesses facilitating economic development and prosperity. As reported, Social Return on Investment analysis of IAPO's activities as a lender and supporter of First Nations peoples' business activities revealed a SROI ratio of just over 1 : 4, suggesting that for every dollar invested, just over four dollars in social and economic value is created.

To support First Nations women entrepreneurs' participating and success starting or growing their businesses, IAPO has created a dedicated position called First Nations Women Entrepreneurs Business Coach (FNWE Business Coach).

The Opportunity

The FNWE Business Coach will assist First Nations women navigate the entrepreneurial ecosystem. The Business Coach is responsible for developing and maintaining effective business relationships with First Nations women entrepreneurs/business and the promotion of Indigenous Women Entrepreneurship (IWE) services. In this key role, the Business Coach supports start-ups and businesses in all aspects of entrepreneurship including business planning & implementation, marketing, training, operation and IWE funding & financing. Delivery of the program includes in-person community and business visits in addition to training and workshops.

The ideal candidate will have a passion and interest in First Nations women's entrepreneurship, coaching/business advisory roles and business & economic development. The Business Coach works with First Nations communities, centers of influence (i.e. Economic Development Officers, Friendship Centres, funding program officers), entrepreneurs, and business owners. Travel (including some overnight) to communities and events is required.

Job Summary:

Key activities:

- Promotion, outreach and delivery of the Indigenous Women Entrepreneur (IWE) programs
- Delivery of business training and workshops
- Delivering the IWE micro-loan program
- Applicant & client support and assistance with proposals, applications, business plans, marketing plans, operations, and aftercare
- Facilitate access to other funding sources and entrepreneurship resources

Qualifications & Requirements:



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- 2 years' experience in related context, e.g. community economic development, business finance, bank or credit union or non-profit organization is preferred
- University degree or college diploma in business administration, finance, community economic development, planning, or equivalent experience (e.g. banking, lending, community economic development,) is preferred
- Experience in Indigenous business and economic development an asset
- Experience working with First Nations communities and members
- Lived experience and/or knowledge of Indigenous women is an asset
- Knowledge of loan, grant and contribution programs as they relate to Indigenous business and economic development is an asset

Consideration will be given to those candidates who do not possess all of the qualifications listed.

Salary is commensurate with experience and qualifications. The position is full time featuring a range of benefits. The position is based out of IAPO's Stirling or Lambeth office with the potential for a home office. Frequent travel throughout southern Ontario is required once community visits resume.

To apply, please provide cover letter and resume to Jamie Hall, General Manager, jamie@indianag.on.ca.