



## The Opportunity

# Indigenous Entrepreneurship Manager

If you are a highly motivated individual, seeking an exciting position in a dynamic environment where you can make a difference, Ulnooweg is looking for you.

**Please email your resume  
and cover letter to**

**Ulnooweg**  
**Attention: Chris Googoo**  
[cgoogoo@ulnooweg.ca](mailto:cgoogoo@ulnooweg.ca)

We thank you for your interest.

Only those applicants selected for an interview will be contacted.

Ulnooweg is an equal opportunity employer, but does prioritize hiring of an Indigenous person for this position.

Ulnooweg is seeking an experienced and innovative leader to serve as its Entrepreneurship Manager (EM). Reporting directly to the COO, the EM is responsible for managing and growing a portfolio of developmental loans, maintaining strong relationships with Indigenous and non-Indigenous stakeholders, and identifying new opportunities for programs and supports to entrepreneurs while making sound decisions on client financing requests.

## The Opportunity – Entrepreneurship Manager (EM)

The EM will need to be a critical thinker that can quickly and efficiently identify new trends and opportunities within the Indigenous Entrepreneurship space. The EM will be a persuasive advocate who builds strong, influential relationships that position Ulnooweg as an important and reliable partner in the Indigenous Entrepreneurship space throughout Atlantic Canada. The EM will also be the regional advocate within the National space through our relationships with the National Aboriginal Capital Corporations Association and the Atlantic Canada Opportunities Agency.

The EM will work on engaging collaboratively, both inside and outside the organization, and represents the organization in different environments. The EM will need to have strong project-management and task-execution skills to deliver results that meet the operational and strategic goals of Ulnooweg. Responsible for managing the Entrepreneurship team, the EM ensures that the organization's practices and policies are implemented in a constructive and collaborative manner.

As a highly engaged, motivated, and strategic team builder who thrives when leading change and supporting initiatives, the EM inspires and motivates even when leading team members who are working remotely. Using strong communication and interpersonal skills the EM builds and supports an effective staff who work together to deliver quality Entrepreneurship programming. The EM supports the team in developing achievable work plans that realize operational objectives. Above all, the EM contributes to and ensures the creation of a safe and friendly work environment where employees are respected and valued for the contribution they make to the success of the organization, while realizing their own professional growth as well.

### Responsible for:

- identifying new opportunities
- developing and implementing funding proposals
- overseeing the execution of existing funding agreements
- reporting on all activities contained within these agreements
- providing internal reporting to senior management & and the Board of Directors

## **Your Qualifications:**

### **Core Qualifications**

- Minimum 3 - 5 years of relevant experience in organizational leadership and stakeholder relationship management.
- Minimum 3 – 5 years of Commercial lending experience, direct experience in Indigenous business lending would be an asset.
- Post-secondary degree in business, finance, management, accounting, or another related discipline.
- Demonstrated success in developing, managing, and growing strategic partnerships with Indigenous and non-Indigenous organizations and Government sectors.
- Accomplished track record of working effectively with Indigenous people and communities, and established networks within Indigenous and non-Indigenous governments and relevant organizations.
- Comprehensive understanding of Indigenous entrepreneurship, challenges, and opportunities within this space.
- Experience in, knowledge of and respect for Indigenous cultures and Indigenous ways of knowing, teaching, and learning.
- Experience working with and reporting to Senior management and government funding partners.
- Excellent management and administrative skills, including strategic planning, human-resource management, financial management, program management and policy development.
- Proven methodology for monitoring, identifying, and analyzing legislative developments that
- Demonstrated professionalism, judgement, diplomacy, tact, and sound decision-making abilities.
- Ability to travel regionally and nationally.