



DALHOUSIE UNIVERSITY

Venture Manager

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Position Details

Position Title	Venture Manager
Department/Unit	Rowe School of Business
Location	Halifax
Posting Number	S206-20
Employee Group	DPMG
Position Type	Term
Duration of Contract (if applicable)	Two Years
Employment Type	Full Time
Full-time Equivalency (FTE)	1.0
Salary	\$59,231 - \$80,134 per annum
Classification	ADM-06
Provisional Statement	This is a provisional classification. Formal classification procedures will be initiated by the Compensation & Job Evaluation Unit in approximately six months.

About Dalhousie University

Dalhousie University is Atlantic Canada's leading research-intensive university and a driver of the region's intellectual, social and economic development. Located in the heart of Halifax, Nova Scotia, with an Agricultural Campus in Truro/Bible Hill, Dalhousie is a truly national and international university, with more than half of our 19,000 students coming from outside of the province. Our 6,000 faculty and staff foster a vibrant, purpose-driven community, that celebrated 200 years of academic excellence in 2018.

Job Summary	<p>The Creative Destruction Lab (CDL) Atlantic, housed at the Rowe School of Business, provides startups with access to a network of accomplished entrepreneurs and investors. Originally conceived at the University of Toronto's Rotman School of Management, CDL is one of the world's premier seed stage programs for massively scalable science-based ventures. The program targets companies that have the potential to transform our social, industrial and economic landscape. Reporting to the Associate Director, Ventures, the Venture Manager will support the CDL-Atlantic operations including venture management and recruitment, business development support and leading initiatives to support the growth and continuous improvement of the global program.</p>
Key Responsibilities	<ul style="list-style-type: none"> - Identify and build relationships with venture capital funds, incubators and accelerators, and technology associations to secure a strong pipeline of high quality CDL-Atlantic applicants. - Create analytical tools and evaluation frameworks to assess fit for early stage start-ups that apply for the CDL program. - Provide business development support to program participants, including managing and directing the participants on feedback received by their mentors. - Support CDL-Atlantic operations, which includes event planning as required. - Collaborate with counterparts in leading institutions across Canada, the US and Europe. - Contribute to global network projects and deliverables as required. - Manage Junior Venture Managers (MBA students), including recruitment, supervision, evaluation and training.
Note	<p>As dictated by business needs, work outside normal business hours is required. Occasional travel is also required.</p>
Qualifications	<p>Undergraduate degree in Business or related field with five years' experience in a related field (or equivalent combination of training and experience) is required. Experience in STEM/ technology-related fields is preferred. Must have strong analytical skills and understanding of business models and drivers of success in start-ups across several verticals. Ability to use tact and diplomacy to build and maintain strong relationships with program participants and multiple levels of stakeholders. Strong time management skills, adaptability and flexibility are required to adapt to multiple changing priorities and short deadlines. Demonstrated experience with start-ups, technology companies or venture capital is an asset. Ability to analyze and systematically evaluate participants, including proficiency with financial modeling, conducting market analysis and strategic planning is a strong asset.</p>
Job Competencies	<p>The successful candidate is expected to demonstrate proficiency in Dalhousie's core and leadership competencies (https://www.dal.ca/dept/leaders.html), in particular:</p> <ul style="list-style-type: none"> - Respect & Inclusion - Adaptability - Knowledge & Thinking Skills - Relationship Building - Change & Innovation
Additional Information	<p>Dalhousie University supports a healthy and balanced lifestyle. Our total compensation package includes a defined benefit pension plan, health and dental plans, a health spending account, an employee and family assistance program and a tuition assistance program.</p>

Application Consideration

Applications from university employees and external candidates are given concurrent consideration. Among short-listed candidates, university employees will be given special consideration.

We thank all applicants for their interest, however, only candidates selected for an interview will be contacted.

Diversity Statement

Dalhousie University is committed to fostering a collegial culture grounded in diversity and inclusiveness. The university encourages applications from Indigenous persons, persons with a disability, racially visible persons, women, persons of a minority sexual orientation and/or gender identity, and all candidates who would contribute to the diversity of our community. For more information, please visit www.dal.ca/hiringfordiversity (<https://www.dal.ca/hiringfordiversity>).

Number of Vacancies

1

Open Date

11/20/2020

Close Date

11/27/2020

Open Until Filled

No

Special Instructions to Applicant**Quick Link for Direct Access to Posting**

<http://dal.peopleadmin.ca/postings/4872>
<https://dal.peopleadmin.ca/postings/4872>

Supplemental Questions

Required fields are indicated with an asterisk (*).

Documents Needed to Apply**Required Documents**

1. Résumé / Curriculum Vitae (CV)

Optional Documents

1. Cover Letter

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