Lead, Technology Growth Lab
Platform Calgary
Empowering people // building the next economy.
CALGARY, ALBERTA

Platform Calgary is a civic agency that accelerates the impact of innovation driven ventures. We are aligned with the City of Calgary's 10 year economic strategy and create success for startups and the local innovation ecosystem through programming, placemaking and advocacy. One of Platform's core offerings is a Growth Lab, where startups and researchers come together in an experiential space to build solutions that address enterprise client challenges. They will be supported by investors, innovators, and community partners.

Platform Calgary is seeking a Lead, Technology Growth Lab to manage the everyday aspects of a Lab initially focused on the business challenges of our first enterprise sponsor, TELUS. Other enterprises will join this Lab in coming months. For early stage startups, the Growth Lab will include an incubator that offers education, fieldwork and 1:1 advice to help participants formulate a go to market strategy. For growth stage startups, the Growth Lab will include an accelerator that strengthens a startup's business model, technology, operations and team effectiveness with the goal of increasing market traction, building credibility with potential customers & investors, and identifying partnership opportunities with enterprise participants. The Growth Lab also offers space and curated introductions to other relevant partners.

Reporting to the Director, Industry Partnerships, the Lead will focus on startup engagement, enterprise account management, program design & delivery, as well as administration, logistics and event management.

The Lead will play a key role in creating value for the Calgary Innovation Ecosystem, participating startups and enterprises. This role is ideal for a client- and outcome-focused professional with a track record of working with both startups and enterprises.

This position is for a 1 year contract subject to renewal at the end of the term.

Position Description:
- Operate as the project lead for the Growth Lab.
- Design and operationalize the Lab's activities and partnerships.
- Ensure the timely and successful delivery of activities based on startup and enterprise needs.
- Manage all aspects of the program including call for applications, shortlisting, intake, on-boarding and program delivery.
- Build and maintain strong, long-lasting relationships with startups, enterprise executives & business units, advisors, operational partners and ecosystem partners.

- Communicate progress and obtain feedback from internal and external stakeholders on a regular basis.
- Measure, track, and report on KPIs and project spending.

Knowledge, Experience and Skill Profile:

- Ability to understand and work backwards from client outcomes.
- Proven partner- and account-management skills.
- Exceptional customer service skills and high degree of empathy for startup progress.
- Passion for technology, innovation, startups and entrepreneurship required.
- Excellent written and presentation skills.

Qualifications:

- Bachelor's degree or higher in a relevant field.
- 8+ years' experience in partner, account and program management, with progressive leadership demonstrated.
- Experience connecting startups, incubators, and accelerators with large enterprises preferred.
- Knowledge of IOT, health, smart cities and/or smart farm technologies is an asset.

To Apply:

Interested applicants are asked to forward their resume to JoinTheTeam@platformcalgary.com. This position will remain open until a suitable applicant is identified.

We thank all applicants for their interest however, only those persons for whom we need further information or who are being considered for an interview will be contacted.