

SEARCH PROFILE Senior Investment Manager

THE COMPANY

AVAC Ltd. is truly a “made in Alberta” innovation. AVAC is a unique, private, not-for-profit organization that invests strategically in early-stage commercial businesses that expand Alberta’s value-added industry.

Over the past decade, AVAC has expanded its mandate to provide early-stage investment in the agri-business (agrivalue™) industry to also include ICT (Information Communications Technology), life sciences and other industrial technology sectors. Today, their focus is on investing in promising value-added companies at the pre-seed, seed, and pre-commercial stages; stages that traditional investors often avoid. AVAC also participates in commercially-relevant agricultural research and is a strategic fund-of-fund investor in early stage venture capital.

As a diligent and engaged early-stage capital investor, AVAC provides the support, guidance and expertise young Alberta companies need to move toward commercial success.

To date, AVAC has invested in over 100 early-stage companies, 47 agriculture research programs and projects and 3 venture capital funds. By providing early-stage Alberta businesses with the investment they need to transform ideas into tangible products, AVAC is working to support the growth and development of Alberta’s value-added economy.

Headquartered in Calgary, Alberta, AVAC was initially created to grow agrivalue™ in Alberta with financial support from both the provincial and federal governments. Since 1997, over \$120 million has been invested in AVAC and its programs. Most recently, the new IVAC initiative was created with \$30 million provided from the Alberta Government to assist Alberta businesses in the ICT, life sciences and other industrial technology sectors.

For more information on AVAC Ltd., visit the organization’s website at: www.avacld.com

THE POSITION

Based in either Edmonton or Calgary, the Senior Investment Manager will report to the Vice President, Investment. This role’s primary focus will be to support the growth of early stage commercial opportunities in Alberta and Canada. The value-add will be provided by facilitating investments and activities that effectively support AVAC’s strategic investment objectives. The Senior Investment Manager will work with clients from conception of an idea to full commercialization. The conversion of products and or services is to provide more economic

value to industries such as Life Sciences, Information and Communication Technology, Technology and agrivalue.

AVAC plans to invest in excess of \$100 million dollars over the next three years based in part on the recommendations put forward by this position. The success of these ventures will depend on the quality of recommendations and resulting investment agreements developed by this Manager.

Key accountabilities include:

- Have a good understanding of the entrepreneurial and new venture creation challenges faced by AVAC clients to be able to view each opportunity with a business creation mindset;
- Assess pre-commercial proposals and make investment recommendations, including development and negotiation of investment terms, milestones and agreements;
- Provide insight and influence to help the clients build the managerial, financial and intellectual capital needed for their ideas to become successful commercial ventures;
- Ensure that investment opportunities are recognized, pursued and delivered in accordance with the business plan;
- Relate to entrepreneurs and inventors and be able to understand their needs and to work with them through their life product cycle from conception to reality;
- Increase the likelihood of a project success through skilled investment assessment, feedback and coaching, by providing pre-commercialization financing to suitable projects, and by facilitating post-commercialization assistance via other financing partners and supporting stakeholders; and
- Enhance AVAC's profile by representing AVAC to the industry and various public and private sector forums, resulting in an increased and positive profile and additional investment opportunities.

THE INDIVIDUAL

It is important that the successful candidate possess the following attributes:

- A undergraduate level education in business, science and engineering, or other directly related areas;
- Strong entrepreneurial spirit and a keen interest in building long term success for AVAC;
- 3 years experience with business finance as required by start-ups and new ventures;
- 5 to 7 years experience in related disciplines;
- Have a working understanding of intellectual property;

- Hands on knowledge of deal preparation, presentation and file maintenance;
- Results orientated with strong customer relations focus;
- Ability to understand business planning, strategy and the related operational requirements for pre-commercial companies, products and services;
- Working-level understanding of financial statements, analysis and corporate finance, including debt equity instruments, royalties and other shared risk vehicles;
- New venture development experience including mentoring entrepreneurs and small to medium business enterprises to develop and implement plans would be an asset;
- Highly motivated self starter capable of bringing a creative and entrepreneurial approach to building relationships and facilitating the investment process.

THE COMPENSATION

An excellent compensation package awaits the successful candidate.

LOCATION

Edmonton or Calgary, Alberta

**FOR MORE INFORMATION, PLEASE CONTACT
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For additional opportunities, please visit our Website at www.conroyross.com