



Candidate Profile

Senior Investment Manager

Who We Are

Within Western Canada, AVAC Ltd. is a unique investment company with considerable experience addressing the three key challenges for successful early-stage investing: garnering investor interest, attracting strong senior management, and building critical mass of businesses in key areas.

For the past fourteen years AVAC has been a direct investor in over 115 early-stage commercial businesses based in Alberta, over 50 agricultural research projects and programs, and as an indirect investor (Limited Partner) in three national venture capital funds. Since inception, AVAC has invested over \$118 million, with its portfolio companies reporting in excess of \$688 million in sales to date. In 2010, AVAC's current portfolio of 60 companies also reported an annual payroll of \$63 million.

What We Do

AVAC continues to break ground in Alberta and make significant contributions to Alberta's emerging value-add industry, and the fledgling venture capital sector.

In partnership with a wide array of partners, investees, and sponsors, AVAC continues to play a critical role as an experienced investor in early-stage companies. Often we see potential others might not and recognize possibilities that traditional investors may overlook.

AVAC funds early-stage investments in agri-business (agrivalue™) ICT (Information Communications Technology), life sciences and other industrial technology sectors. Our focus today is on investing in promising value-added companies at the pre-seed, seed, and pre-commercial stages.

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

The Position

Based in either Edmonton or Calgary, the Senior Investment Manager will report to the President and CEO or assigned designate. 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, in collaboration with other AVAC team members, with AVAC's investees from conception of an idea to full commercialization.

AVAC plans to continue to add new investment companies as well as continue to actively manage its current portfolio of sixty (60) early-stage companies, based in part on the efforts of this position. The success of these ventures will depend on the due diligence quality, and the effectiveness of this manager.

Key accountabilities include:

- Have a good understanding of the entrepreneurial and new venture creation challenges faced by AVAC investees in order 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 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. Preference given to candidates with a master level education or higher (eg. MSc, MBA, CA, CFA, PhD);
- Strong entrepreneurial spirit and a keen interest in building long term success for AVAC;
- 5 years work experience with business finance as required by start-ups and new ventures;
- 7 to 10 years work experience in related disciplines;
- Have a working understanding of intellectual property;
- Ability to work as an effective member of a cross-functional team of professionals.
- Hands on knowledge of deal preparation, presentation and file maintenance;
- Results orientated with strong customer relations focus;
- Proven ability to understand business planning, strategy and the related operational requirements for pre-commercial companies, products and services;
- Thorough 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;
- 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

To apply

Email cover letter and resume to: lsexsmith@avactld.com