



**RADIUS**

A Social  
Innovation Hub

RADIUS SFU

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Vancouver, BC V6B 0P7

[radiussfu.com](http://radiussfu.com)

## RADIUS Strategy and Implementation Contracts

RADIUS is seeking two contractors to assist us with partnerships and business development over the next 12 months. Each will play a critical role in helping advance the RADIUS vision and business model, supporting our next phase of growth as we continue to take on larger and more complex projects.

We are open to these being two separate contracts or the possibility that a single individual may propose taking them both on if they have the capacity and breadth of experience required.

The primary difference in the roles is one will be more partnerships, grants development, and programming driven, while the other will emphasize business development and revenue generation for a consulting, training and client based model. The successful candidate will have a proven track record in the respective priorities for that contract.

Each contract is valued at \$30,000-\$50,000 depending on experience and the amount of work the contractor may be able to take on, with an anticipated workload of 2-3 days per week for each contract, starting in mid-July 2020.

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## Position Summary: Partnerships Strategy and Implementation

This role will work directly with our Associate Director for Labs & Venture programming to develop and co-lead our partnerships and funding strategy to support greater organizational stability and a growing portfolio of social innovation programs in partnership with government, private sector and community.

You are excited about supporting an organization building a more just, sustainable, dynamic and resilient economy at this critical time. You are highly organized, with strong networks and grants development experience supporting large partnerships and collaborations across public, private and community sectors. You are also likely, though not necessarily, very familiar with some combination of social innovation, entrepreneurship, systems change, post secondary institutions and government. You embed and value Justice, Equity, Diversity, and Inclusion in all you do and can hit the ground running in a team that prioritizes the principles found [here](#).

RADIUS holds a broad set of collaborative relationships across sectors and we are looking to you to both help us improve the systems and strategies around this work, and to directly support the building of a pipeline of new high value relationships as we continue to raise our ambitions in building a new economic normal where everyone can thrive.

With your experience in strategic partnerships across some or all of government, foundations, private sector and post secondary you will manage the pipeline process with the Associate Director, help build stakeholder relationships, create templates and outlines for pitches, applications and proposals, and ensure consistent use of systems to track and manage opportunities and relationships.

The Partnerships contractor will support all aspects of the partnership pipeline: prospecting, identification of potential opportunities, development of proposals/budgets, negotiation of agreements, reporting and stewardship.

Should this work prove successful, there is ample room for expansion and extension of this engagement, supported by growing partnerships and associated funding.

### Qualifications

To help us learn more about you, please provide a cover letter and resume outlining how you meet the following specific qualifications:

- Completion of a university degree in a relevant subject or equivalent experience.
- Minimum of 6 years in fundraising and strategic partnerships or similar.
- Demonstrated experience of achieving financial partnership targets of \$1m-\$10m across a range of sectors
- Experience in managing strategic partnerships and relationship building with key stakeholders, community, government and industry partners
- Experience with partnership pipeline steps: identification of potential funding opportunities, development of proposals and budgets, negotiation of agreements, reporting and stewardship.
- Experience with business development, business planning, project management, public and private funders

- Experience with CRMs, Asana, Slack, Google Suite and/or similar management and team tools

## Skills and Knowledge

The position also requires the following:

- Ability to develop and implement organization-wide and program specific resourcing strategies
- Strong interpersonal skills to make and maintain reciprocal relationships with internal and external stakeholders
- The creative and go-get-it attitude needed to identify promising partnership and funding opportunities
- Effective oral and written communication skills, especially proposal writing and relationship management
- Strong financial management skills, with the ability to draft budget proposals, and forecast expenses
- Strong negotiation skills to maximize opportunities where appropriate, with a naturally collaborative instinct
- Strong ability to create and sustain internal and external relationships that are welcoming, inclusive, and supportive of the diverse communities with whom we work, and ability to work collaboratively and equitably with team members and external partners
- Ability to work with a high degree of independence and creating your own systems where they are not provided for you
- Strong knowledge of, and relationships with, Canadian innovation ecosystem actors is an asset

## Position Summary: Business Development Strategy and Implementation

This role will work directly with our Associate Director for Education & Training to develop and co-lead our revenue generation and business development activities. These are focused on our work to support the design and delivery of social innovation programming, as well as systems change education and capacity building activities. For the right candidate, this may include supporting tuition-based activities at SFU, though we envision the bulk of this contract focus to be on external revenue generating activity.

You are excited about supporting an organization building a more just, sustainable, dynamic and resilient economy at this critical time. You are highly organized, with a background in developing and implementing revenue generating activities with non-profit, post secondary, or other social purpose actors, but also understand the private sector. You are familiar with some combination of social innovation, entrepreneurship, systems change, human centred design/equity centred design, and innovation & creativity practices. You embed and value Justice, Equity, Diversity, and Inclusion in all you do and can hit the ground running in a team that prioritizes the principles found [here](#).

RADIUS has been developing diversified programming to generate both impact and revenue to support our broader mandate, and we are looking to you to both help us improve the systems and strategies around this work, and to directly support the development, improvement and growth of revenue generating activities. This includes how to structure, resource, cost and deliver a growing set of client engagements.

With your experience in building revenue streams based on consulting, workshop and training models, and/or innovation processes you will closely support our work to develop clear offerings, marketing materials and processes, and to build a growing pipeline of opportunities.

Should this work prove successful, there is ample room for expansion and extension of this engagement, supported by growing revenue streams.

## Qualifications

To help us learn more about you, please provide a cover letter and resume outlining how you meet the following specific qualifications:

- Completion of a university degree in a relevant subject or equivalent experience.
- Minimum of 6 years in a leadership role, preferably with business development and revenue generating accountabilities.
- Demonstrated experience of achieving annual revenue targets of \$500k+
- Experience in developing consulting/fee for service client engagements around innovation program or process development (or similar).
- Experience in developing workshop and training based revenue models
- Experience with delivering high-quality client service
- Experience with CRMs, Asana, Slack, Google Suite and/or similar management and team tools

## Skills and Knowledge

The position also requires the following:

- Business model development
- Strong ability to draft budget proposals, and forecast expenses, including effective costing and modelling of consulting and/or training revenue models
- The ability to think creatively about financial models in for profit and non-profit environments. Knowledge directly applicable to an intrapreneurial, substantially self-funded unit within a university is an asset.
- Effective oral and written communication skills, particularly in regards to proposals, and client or partner presentations and discussions
- Strong ability to create and sustain internal and external relationships that are welcoming, inclusive, and supportive of the diverse communities with whom we work, and to work collaboratively and equitably with team members and external partners
- Strong negotiation skills to maximize opportunities where appropriate, with a naturally collaborative instinct
- Ability to work with a high degree of independence, creating your own systems where they are not provided for you
- Strong knowledge of, and relationships with, Canadian innovation ecosystem actors is an asset

## How to Apply

Apply by sending your CV and cover letter as one file to [hr@radiusfu.com](mailto:hr@radiusfu.com) by June 14, 2020 at 11:59pm, indicating if you are applying for the Partnerships Strategy Implementation contract, the Business Development Strategy and Implementation contract, or both. Please note that we will be contacting shortlisted candidates only.

RADIUS SFU is an organization committed to creating a just, equitable, diverse, and inclusive workplace for all. We are proud to have a team composed of leaders with rich and deeply rooted experiences in social change. We value the leadership of people who have been historically and systemically marginalized and strongly encourage racialized, Indigenous, and LGBTQAI2+ candidates to apply for the role.

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## About RADIUS

RADIUS is a national social innovation hub based at the Beedie School of Business at Simon Fraser University. RADIUS envisions a transformed economy that is dynamic, just, sustainable, and resilient. In order to get there, we collaboratively build the capacity, networks and solutions needed to respond to complex social and economic challenges. As part of this mission, RADIUS delivers cohort-based programs to entrepreneurs and innovators at various phases of exploration, launch, and growth.

RADIUS SFU respectfully acknowledges that SFU is on the unceded ancestral and traditional territories of the x̱m̱əθkw̱əy̱əm (Musqueam), Skwxwú7mesh (Squamish), Səl̓ílwətəʔ (Tsleil-Waututh), ɔ̱içəy̱ (Katzie), and kw̱ikw̱əł̱əm (Kwikwetlem) Nations.