



## **Position: Client Relationship Associate**

Intrinsic Innovations is searching for a Client Relationship Associate to work with international startups that have moved to Alberta. The Associate will ensure that the needs of the founders and their families are promptly met, they get engaged in the community and they make Alberta their home. This position requires elevated emotional intelligence and empathy; and an understanding of what makes Alberta a world class community. The successful applicant will be a visible participant in Alberta's thriving innovation ecosystem and will find reward through creating lasting memories with Alberta's newcomers.

### **Who we are:**

Intrinsic Innovation's mission is to provide world-class services to businesses and entrepreneurs across all industry sectors - we help Canadian companies get their products into international markets, and we help foreign companies expand or relocate to Canada.

Our vision is to have Alberta recognized on the world-stage as a leader in technology commercialization and to continue the evolution of Alberta as an emerging global technology leader, while retaining talent, companies and IP in Alberta, thus achieving a significant economic multiplier through local reinvestment. Our aim is to see businesses succeed and prosper, creating jobs and economic growth for Alberta.

Intrinsic Innovations has a new program working with early-stage international companies who have recently incorporated in Alberta to provide them with the practical knowledge to establish their business, the network to achieve traction and an understanding of the cultural norms for business, negotiation, conflict resolution and team engagement to ensure their success and allegiance to Alberta. We are looking for someone to work one to one with these businesses to evaluate their needs, listen to their challenges, and make the appropriate introductions and connections to Intrinsic Innovations' coaches, introduce them into the broader innovation ecosystem in Alberta and guide them to existing programs and agencies that can address their requirements.

### **Who you are:**

The position of Client Relationship Associate works closely with startups, motivating them daily and encouraging their learning and development. The ideal candidate will be a system thinker, enthusiastic networker, and detail-oriented project manager with an ability to manage multiple projects and accept shifting priorities. They are personable and empathetic and have a unique ability to connect with people and forge meaningful relationships. They have experience with and genuinely enjoy working at a startup or within a startup ecosystem and are passionate about building community.



The Client Relationship Associate will meet weekly with each client to:

- Field client questions and requests,
- Anticipate needs,
- Identify new resources for that can support clients in the broader community,
- Facilitate introduction and networking within the Intrinsic Innovation community and in the broader innovation eco system,
- Develop networks,
- Stay current with the rapidly evolving innovation eco-system.

The benefits:

- Watching companies and individuals become connected into Alberta's community and grow into successful business ready to employ people and take on the world,
- Working with founders who are passionate, resilient, and visionary,
- Autonomous working environment - flat management structure.

Desired Experience

- Passion for helping others – high emotional intelligence,
- Experience with customer service or relations,
- Knowledgeable about Alberta Innovation Ecosystem,
- 5 plus years of work experience,
- Multilingual,
- Have lived in other countries,
- Willingness to attend events outside of normal business hours.

This role is one that requires a highly motivated, passionate individual who believes in positivity, planning and results. Someone who doesn't take no for answer and works tirelessly to help others achieve their personal and professional goals. They will be a key team member of Intrinsic Innovations and a voice in the community.

To apply, please e-mail us at [careers@intrinsicinnovations.ca](mailto:careers@intrinsicinnovations.ca)