



## Venture Catalyst Director

### About us

Founded in 1981, Economic Development for Central Oregon (EDCO) is a non-profit organization supported by private and public members and stakeholders. Our mission is to strengthen communities by creating opportunities that generate new revenue and family-wage jobs. Guided by our vision to be the catalyst for economic prosperity for all, EDCO works to recruit new employers to Central Oregon, support entrepreneurs in starting new, scalable businesses, and help existing companies grow and expand.

**MOVE.** We attract and guide outside employers through the relocation process as a resource for regional data, incentive, talent, site selection, and more.

**START.** We mentor and advise scalable young companies from concept to exit on issues such as access to capital, critical expertise, and strategy.

**GROW.** We partner with local traded-sector companies to help them grow and expand.

EDCO currently has a staff of 14 professionals and an annual operating budget of \$2.1M. We are overseen by a Board of Directors comprised of more than 40 local community leaders and business executives.

### Where you get to live

Central Oregon is the three-county region of Deschutes, Crook and Jefferson Counties, located in the shadow of the Cascade Mountains and home to numerous lakes and rivers. Central Oregon is an outdoor enthusiast's paradise. Check out the sights and sounds of Bend at: <https://vimeo.com/200038114>.

### About the role

Scalable startups are a key component of a thriving economy. The Venture Catalyst Director plays a pivotal role in helping entrepreneurship drive future job growth in Central Oregon by executing the plans and programs of EDCO's "Start" initiative, an integral part of the Central Oregon Innovation Hub.

### The ideal candidate has:

- Real-world founder experience as an entrepreneur of a scalable business, or very senior executive experience, with at least one successful exit.
- Startup equity investing experience in the Seed through Series A space, from due diligence through closing. Institutional, Angel and/or Corporate Venture Capital experience preferred.
- A sincere passion for helping startups grow into successful companies.
- Thorough understanding of debt financing, including the options that are available at different stages of growth.

### Key responsibilities

Building the region's entrepreneurial ecosystem (an environment where new businesses can succeed at a much higher rate) includes:

- Preparing startups and early-stage companies to successfully compete for debt/equity funding (pitch coaching & refinement, business plan/strategy review, etc.), navigating competing priorities to help align them with resources
- Connecting startups with professional expertise and technical assistance as needed (referring and coaching)
- Working with Director of Events to managing and oversee events for entrepreneurs (*Central Oregon PubTalk, Bend Venture Conference*, etc.) which includes, but is not limited to, identifying/securing keynote presenters and pitching companies, identifying and supporting the BVC LLC Fund Manager(s), pitch coaching, and facilitating due diligence meetings while achieving both EDCO financial objectives and early-stage company objectives (exposure, coaching, etc.).
- Working with and managing the relationship with the Bend Venture Conference Fund Manager.
- Securing outreach resources for recruiting companies to apply to the Bend Venture Conference.
- Tracking both effort and results of the "Start" initiative in periodic KPI reports via EDCO's CRM.

- Working with the Director of Marketing & Communications to promote startup successes and increase visibility of young companies.
- Identifying and securing funding sources to help sustain and grow the “Start” initiative.
- Maintaining and growing a network with other institutions, organizations and individuals that support startups.

#### Immediate supervisor

CEO

#### To apply:

For confidential consideration, please submit a cover letter and resume to [Karen Turner](#), Managing Director of Specialized Recruiting Group, an Express Employment Professionals company. Be sure to include information on a similar role/project that shows how you could be successful in this position.

*Economic Development for Central Oregon is an AA/EEO Employer and complies with Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act.*