



## THE ORGANIZATION

Manitoba Technology Accelerator (MTA) is a non-profit incubator and accelerator supporting technology start-ups in Winnipeg through investment, mentorship, and infrastructure support. With three business units, MTA helps startups and early-stage businesses start, stabilize, and grow as they scale their disruptive technologies, surpass goals, and reach the peak of industry innovation. The organization takes immense pride in the profound impact its commercialization efforts have had on the vibrant city of Winnipeg and Manitoba as a whole. By offering early-stage technology companies the solid foundation they need to build viable and disruptive technologies, they are not only inspiring the province but also leaving a lasting impression on companies nationwide. <https://mbtechaccelerator.com/>

## THE OPPORTUNITY

Reporting to the Board of Directors, the CEO is responsible for: guiding and mobilizing a team of talented leaders and professionals; cultivating and engaging a community of founders, mentors, advisors, service partners, and investors; overseeing the MTA capital investment portfolio; and overseeing the delivery of MTA programs and services for start-up, early-stage, and growing businesses. Ultimately, this approach guides MTA to “Build a Booming Manitoba” by “providing gold standard supports and investment for startups and scaleups to succeed.”

## KEY RESPONSIBILITIES

- Manage and coach team members to ensure accelerator initiatives and deliverables are achieved; deliverables include sourcing and selecting quality startups, accelerator programming, marketing strategies, event planning, etc.
- Build relationships with industry and investment network partners with a goal to deliver against performance goals, identify new opportunities, and support renewal.
- Mentor startup founders to optimize the value of their participation in MTA's programs.
- Oversee one of the largest Startup Visa Programs in Canada with MTA being a Designated Organization by Immigration, Refugees, and Citizenship Canada (IRCC).
- Manage an active and growing commercialization and acceleration program for Manitoba-based startups.
- Oversee a capital portfolio of investments providing pre-seed, seed, and early-stage growth capital to Manitoba-based startups.
- Act as the face of the organization and lead strategic business development activities to support MTA's objectives.
- Identify potential startups based on their potential and their founders' interest in joining an accelerator program and business opportunities with MTA partners and stakeholders.
- Collaborate with the MTA team (and Board) to formulate and implement the organization's future direction, strategic priorities, and tactical initiatives.
- Provide clear vision, purpose, direction, performance feedback, and career development support to the MTA team.

## SELECTION CRITERIA

- University Degree in Business, Administration, Engineering, Technology, or related discipline; post-graduate level education preferred.
- Ten or more years of progressively senior leadership experience in dynamic, high-growth, and/or complex technology-focused organizations.
- Relevant background and involvement with entrepreneurial start-ups, R&D, business/market development, and/or innovation.
- Strong understanding of and experience working with/on a policy governance board, and the fiduciary obligations associated with effective financial and risk management.
- Demonstrated experience engaging with and managing investors, including communications, capital raising, and ongoing engagement.

***To apply send your resume and 1-page cover letter quoting project #24116 to  
[barbara@harrisleadership.com](mailto:barbara@harrisleadership.com)***