



**Position Title:** Entrepreneurial Ecosystem Builder (Venture Catalyst)

**Position Description:** 7-month (December 2020 - June 2021) contracted position to provide “Venture Catalyst” (VC) support on behalf of Oregon RAIN ([www.oregonrain.org](http://www.oregonrain.org)). Pending funding there is a potential to extend the position beyond June 2021. This is an independent contractor position and not an employee position. Venture Catalysts have experience starting or scaling a company and/or has significant experience in the startup ecosystem.

**Regional Focus:** Linn and Benton Counties, with emphasis on the following 8 rural cities: *Adair Village, Brownsville, Halsey, Harrisburg, Lebanon, Monroe, Philomath, and Sweet Home*. Additional cities may be included over time.

**Location:** This is a remote position and work will be performed in the communities named under Regional Focus.

**Travel:** 50%

**Description:** Are you an entrepreneur or company that enjoys starting new things, being a part of something important, and making an impact in your community? Do you get excited about the idea of helping other entrepreneurs and innovators pursue their dreams? Have you ever been called a “connector” because you enjoy referring people to resources to help them advance and grow? Can you easily collaborate with multiple ecosystem partners and elevate a region’s entrepreneurial spirit?

If you can answer yes to these questions, Oregon RAIN wants to meet with you! Oregon RAIN is seeking an Entrepreneurial Ecosystem Builder (a.k.a. Venture Catalyst) to catalyze entrepreneurial efforts in the region and elevate the whole ecosystem.

**Responsibilities: Fulfill contracts Oregon RAIN has with the communities named under Regional Focus, including:**

- Host events to support the region’s entrepreneurs and innovators
- Be actively involved in the Linn-Benton entrepreneurial community and serve as a champion for Oregon’s entrepreneurial ecosystem and innovation economy
- Develop, lead, and grow programs to support entrepreneurs and innovators in the Linn-Benton region
- Identify and connect startups to needed resources: people (mentors/employees), programs (accelerators/workshops), physical assets (equipment, labs, office space), and funding (investment capital, grants, loans)
- Travel around Linn and Benton counties to meet with entrepreneurs and community partners
- Engage in fundraising



- Assist in activating and elevating pools of capital to advance the region's ecosystem
- Update a list of the entrepreneurial assets in the Linn-Benton region, determine the gaps, make recommendations for closing those gaps, and collaborate with regional partners to help fill gaps
- Identify, recruit, and educate potential angel investors
- Develop marketing, communications, and public relations campaigns to promote entrepreneurial activities in the region
- Work closely with partners to continue building a regional mentor network by identifying and training new mentors that can assist local startups
- Communicate regularly with Oregon RAIN's Executive Director and Oregon RAIN's other contractors to continue building the entrepreneurial ecosystem in Linn and Benton Counties
- Partner closely with entrepreneurship & innovation (E&I) ecosystem partners to sustain and expand programs: (e.g., city and county leaders, Corvallis Benton Economic Development Organization, Business Oregon, The Foundry, Willamette Innovators Network, Oregon State University Advantage Accelerator, the Linn-Benton Small Business Development Center, Chambers of Commerce, etc.)
- Work with regional partners and Oregon RAIN to identify, prioritize, and develop strategies around key regional entrepreneurial needs
- Communicate with elected officials in the region about the economic impact of Oregon RAIN's activities in the region, including bringing regional entrepreneurs, innovators, and partners to meetings to elevate messaging
- Track and report key metrics, as required by contracts with communities served.
- Navigate working with economic development organizations, municipalities, chambers of commerce, community colleges, elected officials and any other organizations who support entrepreneurs
- Attend City Council, County Commissioner, and other public meetings to provide program updates
- Enlist community members to serve as champions of the E&I ecosystem

**Qualifications:**

- Able to work remotely
- Entrepreneurial background and network
- Extreme bias toward action
- An excellent mentor and motivator of others
- Ability to confidently deliver workshops on topics related to early stage entrepreneurship
- Strong communication, facilitation, organizational, and interpersonal skills
- Experience running online meetings and workshops
- Self-starting ability; willing to innovate and adapt
- Strong leadership qualities



- Able to build bridges and turn difficult conversations into win-win outcomes
- An understanding of startup nomenclature and what it takes to start and grow a business in Oregon
- Ability to coach entrepreneurs on business pitches and make introductions to potential funders
- Self motivated and able to work collaboratively with individuals from various backgrounds
- Experience with Google Docs, Zoom, Slack, MailChimp, SurveyMonkey, and project management tools is a plus

**Estimated Start Date:** Between mid-December 2020 and beginning of January 2021

**Compensation:** \$2,000 - \$3,000 per month

**To Apply:** Please provide a resume and cover letter explaining interest and fit for this position - and list 3 references (name, role, email, phone, and nature of your working relationship with them). Send with the subject "Linn Benton Venture Catalyst Position" to: Caroline Cummings, Oregon RAIN's Executive Director | [caroline@oregonrain.org](mailto:caroline@oregonrain.org)

All responses due by October 30, 2020

**About Oregon RAIN:** Oregon RAIN (Regional Accelerator & Innovation Network) is 501(c)3 non-profit organization that is run by experienced entrepreneurs and angel investors and exists to reduce barriers to entrepreneurship and innovation. Since 2015, Oregon RAIN has been invited to serve 23 cities across 5 counties in Oregon to help them build entrepreneurial ecosystems and innovation economies.

Oregon RAIN's mission is to partner with communities to catalyze entrepreneurial ecosystems, connect entrepreneurs to resources (including overlooked entrepreneurs), and contribute to the creation of prosperous economies.

Oregon RAIN's vision: communities support, value, and celebrate entrepreneurs; regional leaders recognize entrepreneurs are a primary creator of net new jobs; small and rural communities in Oregon have thriving economies; and a culture of possibilities is embraced.

Visit [www.oregonrain.org](http://www.oregonrain.org) to learn more.