



Position: Resiliency Program Director
18-month contract (not employee), potential to extend

Position Overview: [RAIN](#) (Regional Accelerator & Innovation Network) is seeking a highly efficient executive- and entrepreneurial-minded individual who is passionate about supporting entrepreneurs and small business owners to lead the implementation and management of an 18-month federal grant from the U.S. Economic Development Administration (EDA): SPRINT Challenge. [Read the EDA's media release.](#)

Project Dates: April 2021 - September 2022.

RAIN is serving as a recovery and resiliency hub for startups and small businesses impacted by the pandemic in Oregon's Lane, Linn, Benton, and Grant counties. As an established entrepreneurial ecosystem builder in this region, RAIN has the trust of entrepreneurs and a vast network to draw upon to swiftly spin-up and deliver the following programs:

- **RAINmaker Accelerators:** Pivot business models to address anticipated conditions, learn new digital sales and marketing techniques, and get connected to needed resources (people, programs, technology, and capital).
- **MONEYmaker Accelerator:** Address financial literacy deficits discovered during the scramble to submit financial documentation to get COVID emergency funding and help business owners better manage their business finances.
- **RAINdrops Program:** 1:1 mentoring to implement "Entrepreneur Resiliency Kits." Entrepreneurs learn how to rapidly convert to online sales, extend cash runways, and get matched with experts (digital marketing, bookkeepers/accountants, lawyers, etc.).
- **Fundraising Platform:** Address entrepreneurs' immediate and long-term capital needs by building and launching a fundraising platform that connects entrepreneurs to local capital sources to enable local investments to happen quickly and efficiently. The platform will lower the investment barrier for small, first-time investors; lower the barrier to capital access for local-impact, sustainable growth businesses; and expedite due diligence.

Contractor Responsibilities:

- Able to hit-the-ground running to support a [high-performance team](#) of entrepreneurs. Collaborate with them to ensure they achieve the outputs and outcomes outlined in the EDA grant.



- Collaborate with RAIN's CEO and Development & Operations Director to ensure effective team management and data collection and reporting.
- Collaborate with RAIN's Marketing & Communications Lead to ensure effective internal and external communications.
- Collaborate with RAIN's Diversity, Equity, & Inclusion Coordinator to foster an atmosphere where all team members and volunteers, whatever their gender, race, ethnicity, religion, national origin, age, sexual orientation or identity, education or disability, feel valued and respected.
- Ensure all of RAIN's entrepreneurship & innovation ecosystem stakeholders and partners are engaged in this project.
- Develop partnerships with service providers to develop and help implement "Entrepreneur Resiliency Kits" (e.g., lawyers, accountants, digital marketing experts, etc.).
- Develop and deliver educational content relevant to business sustainability and resiliency.
- Assist with fundraising
- Deliver updates to RAIN's board of directors and funding partners
- Ensure all approaches align with [RAIN's Diversity, Equity, & Inclusion statement/philosophy](#).
- Serve as a mentor to entrepreneurs, as needed, and abide by [RAIN's Mentor Manifesto](#).

Contractor Qualifications:

- Must lead as a coach/mentor and not a manager
- Must understand the elements of an inclusive entrepreneurial ecosystem
- Previous experience managing a business (at least 3 years)
- Previous experience as a contractor is required (at least 2 years)
- Previous management-level experience with excellent references
- Strong communication, facilitation, organizational, and interpersonal skills
- An excellent mentor and motivator
- Able to work remotely as an independent contractor and travel within Lane, Linn, Benton, and Grant Counties as needed (estimate 25% travel)
- Able to manage multiple tasks simultaneously, remain professional and organized, and prioritize follow-up
- Detail-oriented and excellent project manager
- Able to build bridges and turn difficult conversations into win-win outcomes
- Inclusive and diplomatic approach at all times
- Able to work collaboratively with individuals from various backgrounds



- Technically savvy and able to learn new tools quickly
- Have experience with the following technologies: Google Suite, Zoom, Mailchimp, Hubspot CRM, Eventbrite, Expensify, Canva, Slack, Facebook, Twitter, and Instagram
- Experience running online meetings and workshops
- Self-starter with a bias toward action, innovation, and adaptivity
- Able to pivot quickly without being flustered
- Understand and abide by Oregon contractor laws
- Entrepreneurial background and network is a plus
- Experience partnering with government and economic development organizations is a plus
- Experience with startup investing is a plus

Contractor Fee: \$7,000 - \$7,500/month + pre-approved expenses
Seeking to fill this position immediately.

To Apply:

Please email a proposal that includes the following:

- Cultural fit for this position (your leadership, partnership, and work styles)
- What you know about RAIN
- Experience leading innovative projects
- Experience as a contractor
- Experience leading an entrepreneurial team
- Experience managing a project with a set budget and goals
- Tools/Technologies you use to manage your business
- 3 references who can speak to your qualifications
- Contract fee and start date

Email to RAIN's CEO, Caroline Cummings: caroline@oregonrain.org.
Use the subject "Resiliency Program Director Proposal"

RAIN is committed to building a diverse team and strongly encourages applications from women, people of color, LGBTQ+, and veterans.



About RAIN: RAIN (Regional Accelerator & Innovation Network) is a 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 2014, RAIN has been invited to serve 23 cities across 5 counties in Oregon to help them build inclusive entrepreneurial ecosystems and innovation economies.

RAIN's Mission: To partner with communities to catalyze entrepreneurial ecosystems, connect entrepreneurs to resources—including overlooked entrepreneurs— and contribute to the creation of prosperous economies.

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 have thriving economies; and a culture of possibilities is embraced.

Visit www.oregonrain.org to learn more.