

Manager, Investor Relations

Full time position located in Toronto or Montreal.

Work with a purpose.

Company

CoPower empowers Canadians to participate in and profit from the transition to a low carbon economy. Our online investment platform makes it easy to invest in green bonds and funds that are supported by real renewable energy and energy efficiency projects. In turn, we offer streamlined access to project finance to enable engineering companies and project developers to build more green infrastructure across North America.

We're part of a new wave of tech companies that are rethinking finance: if fintech, impact investing, or clean energy are trends that excite you, this is the best place to be. CoPower is Canada's leading impact investing platform, and a proud certified B-Corporation.

Here's what you'll do:

We're seeking an Investor Relations Manager to drive sales of clean energy-backed investment products to investors across Canada. To do this you will:

- Participate in setting overall direction for CoPower's green bond sales strategy, including identifying new channels for lead generation, setting up/enhancing sales processes.
- Cultivate warm leads; participate in outreach and onboarding; build and maintain investor relationships
- Manage sales funnel; track conversions; set targets and measure customer acquisition costs
- Represent CoPower at events and conferences; deliver presentations and workshops to prospective investors
- Generate/enhance pitch and investment materials;
- Help streamline processes and workflows, integrating software and technology solutions.
- Manage investor engagement and reporting activities for Green Bondholders

To be successful you should be:

- Passionate and dedicated (like us!) about disrupting clean energy and investing.
- 5+ years experience, including in business development and/or sales roles.
- Direct experience in investor relations, portfolio management or investment advisory is an asset; strong understanding of financial markets and investing is a must.
- Results driven and process oriented, possessing a strong work ethic and creative approach to problem solving.
- Excellent communicator and public speaker; fluency in French is highly desired.
- Able to work independently, manage projects and people, take direction as needed.
- Comfortable with ambiguity, change and iteration.
- Energetic, highly organized, and intellectually curious.

What you get:

- A job where success leads to a positive impact in the world.
- A rare opportunity to fill a key role at a growing start-up.
- Exposure to our team and advisors – leaders in their fields.
- Competitive compensation package, including stock ownership plan.
- Awesome colleagues & fun times!

Other info:

- The ideal candidate should have a business, economics or finance degree; however, candidates with other degrees who demonstrate relevant knowledge and experience will also be considered.
- We like to “hire by trial” – let’s see how we work together on a small project.
- We are an equal-opportunity employer.

How to apply:

Don't delay! Applications will be considered on a rolling basis, and position will be filled when we find the right candidate.

Please send your resume and a brief cover letter with subject line <“LASTNAME”_InvestorRelations> to hr@copower.me