

# InnoVentures Coach Position Description

## Mission and Program

As Ventures celebrates its 25<sup>th</sup> anniversary, we continue to empower individuals with limited resources and unlimited potential to improve their lives through small business ownership. We do this through a robust toolkit of services that include training, coaching, capital, incubation and learning opportunities such as InnoVentures.

## Program

InnoVentures is a unique program that provides a chance for Ventures business-owners from the food, product, and service sectors to pitch an innovation that will increase efficiency and grow sales for their business to a team of judges. Contestants work with coaches to refine their ideas and a guest panel judges will score the pitches over a series of events to determine winners. Winners will earn prizes and resources to expand their enterprises.

## Position

The InnoVentures Coach volunteer is a unique opportunity to use coaching skills, paired with a passion to empower entrepreneurs to build their business. Specifically, coaches help clients interpret and integrate the judges' feedback into their pitches in a collaborative and judgment-free space for learning. We will need a total of 4 English speaking coaches and 3 Spanish speaking coaches to fill the InnoVentures Coach volunteer positions. To apply, please email [volunteer@venturesnonprofit.org](mailto:volunteer@venturesnonprofit.org) and submit your resume by Friday, December 20<sup>th</sup>, 2019.

Responsibilities include:

- Articulate client goals and help them understand how to define their business strategies and plans
- Attend as many events as possible throughout the pitch contest season
- Work one-on-one and in small groups with clients to hone their pitches and practice their public speaking skills

Qualifications include:

- Interest in and enthusiasm for Ventures' mission to empower low-income entrepreneurs
- Basic knowledge and/or experience that relates to the topic or coaching an individual
- Excellent interpersonal and communication skills; ability to collaborate on projects and assignments
- Must be able to suspend judgment and listen deeply
- Must be patient and understanding of the many personal and systemic barriers to business ownership that our clients encounter

## Time Commitment

This position will vary in time commitment. All events, except Finals, will be held at 2100 24<sup>th</sup> Ave S, Seattle, WA 98144.

- Volunteer Orientation : January 14, 6:00 – 8:00 p.m.
- Quarterfinals Pitch Clinics (attend at least one): January 27<sup>th</sup>, 6:30–8pm (Eng), January 29<sup>th</sup> 11-12:30pm (Sp), 7–9pm (Eng), January 30<sup>th</sup> 10-12pm (Eng), 6–8:30pm (Sp)
- Semifinals Pitch Clinics (attend at least one): February 18<sup>th</sup>, 7–9pm (Eng), February 19<sup>th</sup>, 10–12pm (Eng), 12:30–1:30pm (Sp), February 20<sup>th</sup>, 5:30–8pm (Eng), 6:30–7:30pm (Sp)
- Finals Pitch Clinics: March 12<sup>th</sup>, 10–12pm and 1–3pm (Eng), March 16<sup>th</sup>, 10–12pm, 1–3pm and 6–8pm (Eng), March 19<sup>th</sup>, 11–1pm (Eng) 7–9pm (Sp)
- Finals: March 26<sup>th</sup>, 5–9pm (Eng) (Sp) at Washington Hall, 153 14<sup>th</sup> Ave, Seattle, WA 98122