



Position: Partnerships & Technology Scouting Lead

Organization: NGIF Accelerator

Program: Industry Grants and NGIF Emissions Testing Centre program

Employment Type: Full Time

Location: Calgary

NGIF Capital Corp. is hiring for its subsidiary organization NGIF Accelerator, a **Partnerships & Technology Scouting Lead**, to be part of the team responsible for advancing emerging technology opportunities to market through technology development projects. This position will be at the forefront of building and nurturing relationships across the clean technology ecosystem, identifying high-potential partnerships, scouting breakthrough technologies, and evaluating their potential for adoption and commercialization. This role blends ecosystem engagement and technology intelligence to accelerate impactful cleantech solutions across the natural gas value chain. It extends into evaluating emerging technologies and conducting market studies to find and support clean technologies that can make natural gas energy more sustainable and competitive in the future. The position will be externally facing, working closely with technology proponents and key stakeholders.

About the NGIF Accelerator

NGIF Accelerator is the not-for-profit arm of NGIF Capital Corp. and operates all technology and innovation programs. The NGIF Accelerator mandate is to de-risk and accelerate technology development by supporting startups through their pilot projects, field trials, and industry validation. It will coordinate with federal and provincial governments to co-fund projects to advance market commercialization. NGIF Accelerator currently operates the Industry Grants program and administers the NGIF Emissions Testing Centre program.

About the Industry Grants program

The [Industry Grants](#) program is industry-led and offers non-dilutive grants to fund early-stage startups for technology development and field demonstration. The program specifically de-risks pre-commercial technology solutions that have the potential to increase the environmental performance of the natural gas sector. Each project in the program will accelerate technology readiness level progressions through controlled pilot testing and field trials to advance commercialization. The Industry Grants program is operated by the NGIF Accelerator.

About the NGIF Emissions Testing Centre program

The NGIF Emissions Testing Centre (ETC) program involves collaboration between industry, academia, and government. It involves public support to ensure cleantech companies have a dedicated space to develop, test, and field-validate technologies to measure, monitor, and reduce methane emissions and to fast-track methane technologies to market through knowledge dissemination and fostering commercialization. The program is unique in that it provides cleantech companies with free access to testing and commercialization support for rapid scale-up of technologies from concept to commercial-ready deployment.

Responsibilities

- Scout high-potential cleantech companies globally and actively engage with the innovation ecosystem to support sourcing and strategic outreach efforts.



- Identify and pursue strategic partnership opportunities with industry leaders, technology providers, and innovation hubs.
- Build and maintain strong relationships with startups, corporates, research institutions, investors, and government agencies in the cleantech space.
- Conduct technology scans and competitive assessments to identify emerging cleantech solutions aligned with oil & gas and utility sector priorities; evaluate technology readiness levels, key differentiators, and commercial potential.
- Monitor industry trends, policy developments, and funding landscapes in cleantech.
- Perform market research and policy analysis to define opportunity areas, assess regulatory drivers, and identify adoption barriers and incentives in key jurisdictions.
- Maintain and improve internal databases and tracking systems to manage applicant pipelines, technology intelligence, and partner interactions.
- Prepare technical and non-technical summaries to support internal decision-making, reporting obligations, and stakeholder communications.
- Provide strategic insights to guide the accelerator's thematic focus and growth strategy.
- Support the Intake and Evaluation of technologies in the Industry Grants program.
- Support the Methane Technology Landscape for the NGIF ETC Program.

Education:

- Bachelor's degree in engineering, environmental science or related field.
- Master's (MBA, MSc, etc) is preferred.

Who you are:

- 2-5 years of experience in cleantech, partnerships, or innovation roles, ideally in energy, cleantech, or sustainability sectors. Strong understanding of technology evaluation and market analysis.
- Proven track record of building strategic relationships and closing partnership agreements.
- Experience in a startup accelerator, venture capital, O&G, Cleantech, or corporate innovation environment.
- Knowledge of policy and regulatory frameworks impacting cleantech adoption.
- Network within the cleantech ecosystem.
- Well-developed verbal, presentation, written, and interpersonal skills are highly desirable.
- Comfortable operating in a fast-paced and evolving environment.
- Able to bridge technical and business perspectives with ease.
- Legally entitled to work in Canada without sponsorship.

The successful candidate will be joining a team composed of technical, business, and energy professionals. The NGIF Capital team is composed of intellectually curious individuals who work with integrity, professionalism, and a strong work ethic and are very results-driven.

How to apply

- Please send your resume and cover letter with attention to Myron Menezes with the subject line "Partnerships and Technology Scouting Lead" to: mmenezes@ngif.ca for consideration. Applications will be reviewed on a rolling basis.
- Successful candidates will be contacted for interviews as soon as possible.
- The position has an immediate start (respecting notice time when needed).



NGIF Capital values diversity and is an equal opportunity employer. We offer an inclusive work environment and encourage applications from all qualified individuals. If you are invited for an interview, please notify us of any particular adaptive measures you may require. In accordance with the Accessibility for Ontarians with Disabilities Act, 2005, upon request, accommodation will be provided by NGIF Capital throughout the recruitment, selection and/or assessment process to applicants with disabilities.