

Position Title	Director, Investor Relations and Strategic Finance
Location	Vancouver, BC
Reports to	Chief Financial Officer

Summary

Greenlane Renewables Inc., headquartered in metro Vancouver, Canada, is driving change: accelerating the energy transition. We are cleaning up two of the largest and most difficult-to-decarbonize sectors of the global energy system: the natural gas grid and commercial transportation. As a pioneer and leading global specialist in biogas desulfurization and upgrading, we have been actively contributing to the decarbonization of our planet for over 35 years, with more than 500 systems sold into 32 countries. We transform biogas generated from organic waste into high-value grid-ready renewable natural gas (“RNG”) from a wide range of sources such as landfills, sugar mills, dairy farms, wastewater, and food waste. Greenlane is transforming energy production and creating new, sustainable revenue streams for its customers - all while dramatically reducing carbon emissions. Join us; let’s accelerate the energy transition together.

The Director, Investor Relations & Strategic Finance is responsible for creating and executing Greenlane’s investor relations strategy, building financial models, evaluating economic indicators, and supporting strategic finance activities. Reporting to the CFO and partnering closely with the CEO, this role will help shape and communicate Greenlane’s investment narrative, support quarterly and annual capital markets communications and other public disclosure materials, play a key role in Mergers and Acquisitions (M&A) activity, manage investor and analyst engagement, and provide strategic input to support executive decision-making. The role serves as a key bridge between Greenlane’s business performance, strategic direction, and the investment community.

Duties and Responsibilities:

- Create and execute the Company’s investor relations (IR) strategy, including developing an IR calendar and implementing a plan to internalize all IR functions.
- Partner with the CFO and CEO to develop and refine Greenlane’s investment narrative and capital markets positioning, ensuring all communications have a consistent tone and voice aligned with corporate objectives and priorities.
- Draft all capital-markets-facing communications, including news releases, investor updates, and investor-related website content and review them with the Company’s Disclosure Committee, while contributing to the quarterly Management’s Discussion and Analysis (MD&A) and supporting the preparation of the Company’s annual report.
- Successful applicant brings strong financial acumen to develop forecasts and understand long-range plans to create communications around unit economics, backlog/revenue conversion, EBITDA narrative, and capital allocation questions from investors.
- Maintain the Company’s investor presentation, ensuring it is compelling, accurate and consistent with the Company’s continuous disclosure obligations.
- Manage the quarterly earnings results activities, including preparation of scripts, Q&A, analyst materials, and conference call/video logistics, and coordinate meetings and events, including the Annual General Meeting (AGM), with logistical support and research.
- Field all inbound investor inquiries and manage relationships and communications with shareholders, analysts, brokers, and institutional investors, responding quickly to investment community questions and requests.
- Identify and coordinate high-value conferences, non-deal roadshows, podcasts, and other capital-markets-facing opportunities; accompany senior management to these events and assist with manufacturing facility tours for the investment community as needed.
- Develop and execute plans to expand investor engagement and analyst coverage, evaluate conference/channel effectiveness/impact, and recommend improvements based on outcomes, while

working closely with covering analysts to manage forecasting and expectations of “the street” to ensure alignment with planned growth.

- Conduct peer company benchmarking, valuation and market intelligence reviews, and capital markets research to inform leadership decisions, monitoring and reporting on metrics of competitors or comparable companies.
- Support all executive and board materials preparation related to investor relations and strategic finance, providing insights and market feedback on the market’s view of the company and industry.
- Ensure high standards of disclosure discipline, message consistency, and professionalism across all investor-facing materials and interactions, and coordinate SEDAR and other necessary regulatory filings with the Corporate Secretary.

Education & Experience:

- 12+ years of combined experience across investor relations, corporate finance, FP&A, strategic finance, equity research, capital markets advisory, or public-company finance.
- Strong public-company exposure, ideally TSX/TSXV and preferably industrial, cleantech, energy transition, environmental infrastructure, gases, or adjacent engineered-products markets.
- Proven experience supporting earnings cycles, investor decks, Q&A prep, and analyst/investor engagement.
- Familiarity with artificial intelligence platforms that are considered to be an asset.
- Has established investor relationships from prior investor relations and capital markets roles.
- Strong writing and executive communication skills, with superior verbal ability to communicate complex ideas in a simple way.
- High judgment on disclosure sensitivity and external messaging.
- Experience utilizing financial platforms such as Bloomberg or FactSet
- Ability to travel for investor conferences, non-deal roadshows, and related capital markets meetings.
- Strong planning, project management, and organizational skills, with a detail-oriented ability to handle multiple priorities and deadlines concurrently in a fast-paced environment

We are committed to transparency in our hiring process. We will offer a base salary of \$150,000 to \$180,000, based on a candidate's qualifications and experience.

How to Apply:

We are an equal opportunity employer and invite applications from all qualified individuals. To be considered for this role, please apply through the Greenlane Renewables page on LinkedIn and attach your resume. While we thank all interested candidates, only those who are short-listed will be contacted.