

Kasi Insight/BEKH - Strategic Opportunity Analyst

Strategic Opportunity Analyst - Government Spending, Procurement & Supply Chains

Organization: Kasi Insight Inc.

Location: Canada - Remote/Hybrid

Term: September 2026 – February 2027

Commitment: Approximately 180–200 hours over the project, concentrated September–December

Reports to: CEO / Project Director, Kasi Insight

About the opportunity

Kasi Insight is developing a new decision-intelligence capability focused on a simple but important question:

Where is Canada investing, what business capabilities will that investment require, and which businesses are positioned to capture those opportunities?

The initial research is being undertaken through Kasi's partnership with Carleton University's Black Entrepreneurship Knowledge Hub.

The pilot will examine strategic Canadian economic priorities and translate government investments, procurement programs and supply chains into actionable opportunities for Black-owned businesses.

The approved research includes reviewing federal and provincial investment priorities, procurement programs, supplier-diversity initiatives and strategic-sector development plans.

The role

This is **not a traditional market research position**. We are looking for someone who can follow money through an economy. You should be able to start with a government announcement, budget or industrial strategy and answer:

- Where will the money actually be spent?
- Who will receive the major contracts?
- What will those organizations need to buy?
- Which suppliers and capabilities will be required?
- Where can SMEs participate?
- Which requirements could prevent them from participating?
- Where are there gaps that could support new businesses or consortiums?

Your primary responsibility will be building the underlying intelligence behind Kasi's Strategic Opportunity Mapping work.

Key responsibilities

- **Government investment intelligence:**

Research federal and provincial budgets, industrial strategies, infrastructure programs, defence investments, trade-diversification initiatives and other major strategic spending priorities.

- **Procurement mapping:**

Translate programs and investments into procurement categories, projects, contracting authorities, expected timelines and supplier opportunities.

- **Supply-chain intelligence:**

Map prime contractors, major buyers, subcontracting ecosystems and supplier requirements.

- **Opportunity identification:**

Identify specific categories where SMEs and Black-owned businesses could realistically participate, including direct procurement, subcontracting, partnerships and consortium structures.

- **Opportunity database:**

Build and maintain a structured database covering fields such as:

Government priority → program → investment/spend → buyer → prime contractor → procurement category → timeline → required capability → certification → security requirements → financing/capital requirements → SME accessibility → potential supplier gap.

- **Business matching:**

Work with the research and data team to match identified opportunities against Black business capabilities and classify opportunities as:

MATCH - capable businesses appear to exist today.

UPGRADE - businesses exist but require additional capabilities, capital, certifications or procurement readiness.

CONSORTIUM - several businesses may need to combine capabilities.

BUILD - significant demand exists but the supplier ecosystem appears inadequate.

- **Strategic analysis:**

Help rank opportunities based on market attractiveness, accessibility, repeatability, capability availability and barriers to entry.

- **Research outputs:**

Lead analytical input into the Strategic Opportunity Landscape Report and contribute to the Procurement Readiness Checklist, Consortium Opportunity Framework and final report required under the BEKH project.

Initial focus areas

The analyst will initially prioritize:

- **Defence & Security**
Including digital services, cybersecurity, logistics, engineering, construction/facilities, professional services, training and related supply chains.
- **Infrastructure**
Including construction, engineering, housing/infrastructure delivery, environmental services, project management, logistics and digital infrastructure.
- **Trade Diversification**
Including export services, logistics, manufacturing, market-entry capabilities and emerging international supply chains.
- Other sectors such as AI, clean technology, critical minerals and advanced manufacturing will be examined where they intersect these priorities.

Ideal candidate

We are particularly interested in candidates with backgrounds in:

- Economics
- Finance/investment research
- Public policy
- Management consulting
- Corporate strategy
- Procurement
- Economic development
- Industrial policy
- International trade

A master's degree is helpful but not mandatory.

We care more about analytical ability. You should be excellent at desk research, comfortable reading government budgets and policy documents, strong in Excel,

and capable of structuring large amounts of fragmented information into decision-useful intelligence. Power BI, Python, data visualization, financial analysis or procurement experience would be valuable assets.

To apply, send your CV and Cover letter to info@kasiinsight.com before September 11, 2026