

Commercialization Analyst, Supply Chain Verification

Organization: GNOSIS Ethical Intelligence Inc

Location: Paradise, Newfoundland & Labrador

Term: 14 weeks (part-time hours)

Pay: \$18.65/hour

KARAT by GNOSIS / Supplier Claim Assurance for Procurement and Due Diligence

- GNOSIS Ethical Intelligence Inc. is a Newfoundland and Labrador-based accountability infrastructure company.
- It builds tools that help organizations prove what was known, checked, decided, and relied on in high-stakes systems.
- KARAT by GNOSIS is our supply chain verification solution.
- It helps organizations capture and verify the evidence behind supplier, procurement, and compliance claims.
- This allows decisions to be independently checked rather than simply trusted.
- KARAT is not a general supply chain management platform.
- It is a supplier claim assurance layer.
- It helps answer a narrower but critical question: was this specific supplier claim verified, refuted, or unverifiable at the time the organization relied on it?
- We are seeking a business student to support commercialization and market development.
- The role involves working directly with the founder and in collaboration with the Cenovus Centre of Excellence in Sales and Supply Chain Management at Memorial University.
- This is a hands-on commercialization role.
- It focuses on market research, supply chain analysis, customer discovery, pilot development, and business case creation.

Role Objective

- The student will help GNOSIS validate KARAT's market opportunity in supply chain verification.
- Focus areas include offshore, energy, resource, industrial, and public procurement environments in Newfoundland and Labrador.
- The goal is to determine where supplier claim assurance creates the most value.
- Identify what existing platforms already solve and where evidence gaps remain.
- Determine how KARAT can be positioned for a paid pilot.

Key Responsibilities

- Research the market for supply chain verification, supplier due diligence, procurement assurance, ESG verification, and supplier risk management.
- Analyze existing platforms and competitors, including supplier assessment, ESG, traceability, risk monitoring, and procurement systems, to identify where KARAT is distinct and where it may complement existing workflows.
- Support customer and stakeholder discovery through interviews, needs analysis, and synthesis of findings with potential buyers, industry stakeholders, procurement teams, and funders.
- Map procurement and supply chain workflows to identify where supplier claims create legal, operational, reputational, regulatory, or reporting risk.

- Identify high-value supplier claim categories, including certifications, safety credentials, environmental claims, local procurement commitments, Indigenous procurement claims, forced labour and child labour due diligence, supplier code commitments, and audit readiness.
- Help map KARAT's value proposition against relevant obligations and frameworks, including Canada's Fighting Against Forced Labour and Child Labour in Supply Chains Act, supplier due diligence requirements, ISO 28000, ISO 14001, procurement documentation, and offshore reporting needs.
- Support the development of a business case, pricing model, and go-to-market strategy for KARAT.
- Help identify and scope potential pilot opportunities with offshore, energy, industrial, public-sector, or supply-chain partners in Newfoundland and Labrador.
- Prepare briefs, presentations, market summaries, pilot proposals, and funder materials to support commercialization and partnership development.

Proposed Deliverables

- Market and competitor landscape report.
- Supply chain verification and supplier due diligence opportunity map.
- Summary of customer and stakeholder discovery findings.
- Priority use-case map for Newfoundland and Labrador offshore, energy, resource, and procurement environments.
- Supplier claim taxonomy identifying which claims are highest value to verify.
- Pilot proposal for a 90-day KARAT supplier claim assurance project.
- Business case and pricing recommendations.
- Go-to-market recommendations for pilot conversion and early revenue.
- Partner and funder presentation materials.

Ideal Student Profile

- Student in business, commerce, MBA, supply chain management, operations, entrepreneurship, technology commercialization, or a related field.
- Strong research, writing, and analytical skills.
- Interest in supply chain, procurement, responsible sourcing, compliance, commercialization, energy, offshore industries, or emerging technology.
- Comfort speaking with stakeholders, synthesizing findings, and turning research into practical business recommendations.
- Ability to work independently in an early-stage company environment.
- Curiosity, judgment, and willingness to work on a new category where the answer is not already obvious.

What the Student Will Gain

- Hands-on experience in early-stage commercialization, market validation, customer discovery, and business model development.
- Exposure to Newfoundland and Labrador's innovation, energy, offshore, procurement, and supply chain ecosystem.
- Direct mentorship from a founder building a category-defining accountability infrastructure company.
- Experience helping shape a real product, business case, and pilot strategy.
- A meaningful applied research and commercialization role with tangible deliverables, industry relevance, and potential pilot outcomes.

About KARAT

- KARAT helps organizations move from supplier self-reporting to supplier claim assurance.

- When a supplier makes a claim, KARAT helps determine whether that claim is verified, refuted, or unverifiable based on available evidence.
- The result is a clearer evidence trail that can support procurement decisions, audit readiness, reporting, and due diligence.
- The principle is simple: do not just trust the claim.
- Check the evidence.