

Innovation Endeavors

www.innovationendeavors.com

Business Development, Value Creation Team Member

Full Time in San Francisco/Palo Alto

Innovation Endeavors is an early-stage venture capital firm partnering with startups that apply cutting edge technology to transform large industries. We have offices in Silicon Valley, New York and Tel-Aviv, and are solely backed by Eric Schmidt, the Executive Chairman of Alphabet, Inc.

As a member of the Value Creation Team, you will support the Innovation Endeavors-backed portfolio, focusing on business development initiatives that bridge local talent, technology, and business communities.

In order to support our portfolio, our Value Creation Team is focused on building relationships with leading industry players within Fortune 500 companies. Through various initiatives, we look to understand their needs and give them access to the most exciting innovation coming out of Silicon Valley, New York, and Tel-Aviv.

Responsibilities:

- Work alongside portfolio founders to understand their needs so we can better serve them
- Help our portfolio companies gain customers by engaging senior industry executives from Fortune 500/Global 2000 corporations
- Project manage a variety of initiatives ranging from executive briefings and demo days to larger scale thought leadership summits, etc.
- Collaborate with the investment team to gain exposure to new investment opportunities and share industry trends
- Actively bring in new networks and strategic contacts for founders
- Manage all contacts and activity in company's CRM
- Share monthly updates and dashboards with global team

Requirements:

- Has 2-3 years of work experience in a related field (e.g., VC/startup, entrepreneurship, management consulting, etc.)
- Based in the Bay Area
- A natural at building relationships and connecting with people whether an entrepreneur, senior executive, board member, or investment professional
- A strong network among the Fortune 500, a grasp of the startup and technology landscapes and a natural curiosity as to how the world is changing through innovation
- Well versed in project management and execution of high level initiatives such as summits and demo days and dinners
- Is a self-starter and able to initiate work or projects
- Excellent presentation and communication skills
- Detail oriented with ambition to drive results - a “get it done” mentality
- Has a good business toolkit and strong critical thinking skills; has a strong grasp of technology and tech business models
- Has strong interpersonal skills, a creative problem solving style, and exceptional work ethic
- Team player who knows how to work within a distributed team
- Enjoys working in a small team environment
- Flexible to travel when needed
- Reports to the Innovation Endeavors Head of Value Creation Team who splits her time between New York and Tel Aviv
- Experience as a VC Platform member is a plus

If you are interested in learning more about the role or applying, please send your resume and cover letter to rebecca@innovationendeavors.com.