

Job Title: Startup Catalyst

Job Purpose:

Serve as a Venture Catalyst to ATDC member companies providing: advice in the key areas of business strategy, fundraising strategy, team development or other areas of expertise; coaching, particularly to CEOs, on critical entrepreneurial development issues; connections to prospective business advisors, business partners, investors, management teams, etc.; advocacy for ATDC member companies for awards, conferences, and recognition. Assess business potential of applicant companies, help them refine their business models, and provide recommendations for membership into ATDC when appropriate. Develop and support the delivery of entrepreneurial programs/events to assist member companies and applicants. Cultivate and manage relationships with investors and technology leaders. Serve as Subject Matter Leader and provide programs and resources to assist ATDC companies.

Impact & Influence:

Interact with entrepreneurs, investors, and other members of the technology entrepreneurial community. This position mostly advises and counsels entrepreneurs of early stage technology companies.

Key Responsibilities:

Duties may include but are not limited to:

- Advise ATDC applicant companies and screening for ATDC membership.
- Serve as Venture Catalyst for ATDC member companies.
- Manage ATDC business development/ market outreach.
- Design programs and delivery (educational, community building, etc).
- Assume subject matter leadership responsibilities.
- Perform administrative tasks.
- Perform other related duties as assigned.

Education, Specialized Knowledge, and Experience:

Degrees required for this job: Bachelor's degree in Engineering, Technology or Computer Engineering or equivalent combination of education and experience

Degrees preferred: MBA

Years of experience required for this job: Five to seven years direct or related experience including:

- (1) Founder of technology startup or early stage start-up experience.
- (2) Leadership experience managing a technology company.
- (3) Leadership or supporting role in securing multiple rounds of financing (angel and venture).

Years preferred: Eight to ten years experience in areas mentioned above

Certifications or licenses required for this job:

Certifications or licenses preferred:

Specialized Skills:

Specialized skills required for this job:

analytical skills with an ability to assess market attractiveness and business potential of technology start-ups; an aptitude and interest to learn new technologies quickly; demonstrated coaching ability either through a management role or previous advisory roles; strategic consulting; and community leadership

Specialized Skills Preferred:

Other Variables: