

Executive in Residence Program Available Roles 2017

Baltimore - Business Development at [Betamore](#)

Established in 2012, Betamore is an award-winning coworking space, incubator and campus for technology and entrepreneurship. Betamore has been home to 120+ companies that have collectively raised more than \$57M in venture capital and in 2016 contributed \$26.3M to Baltimore City's economy. As an innovation hub in Baltimore, Betamore fills some unique roles that the EIR would be able to influence through the Betamore team. The biggest area for expansion within Betamore is launching an online platform for our educational offerings. We currently offer our Academy courses as well as Classes + Workshops designed to help participants skill-up as they pursue new career opportunities. The EIR would also have access to the Betamore Advisory Board, a 90+ network of Baltimore's thought leaders, stakeholders, and innovators. There are programmatic opportunities for the EIR to advise larger Baltimore influencers who are already supporting Betamore's mission of making Baltimore a global entrepreneurship destination. The EIR will advance Betamore's entrepreneurial and programmatic reach through online learning opportunities and selective engagement with high growth companies.

Birmingham - Business Development at [Innovation Depot](#)

Innovation Depot is a 140,000 sq. ft. startup incubator serving as an anchor for Birmingham's recently re-named Innovation District: in 2015, Innovation Depot served 100+ member companies who employed 800+ and produced \$137M in gross sales in 2014. Innovation Depot is committed to fostering connections with downstream funding sources to ensure that Southeast entrepreneurs' growth phase and capital needs are met. Support Innovation Depot in growing the city's startup ecosystem, particularly in mentoring and advising the incubator's 100+ member companies, supporting their Velocity Accelerator and Depot/U programs, and strategizing on opportunities for further growth.

Charlotte - Product Management & Engineering at [Queen City Fintech](#)

Queen City Fintech is a fintech accelerator in the process of raising a seed fund. The EIR will provide hands on operational and strategic support to the Charlotte startup community, including Charlotte's primary accelerator programs Queen City Fintech, CLTJoules, City Startup Labs, and Queen City Forward. Experience in software engineering and product road-mapping/development is a must. Prior experience in ideation, development, and scaling growth stages of startup life cycle. Understanding of the financial services technology landscape is a plus given Charlotte is the second largest banking city in the US.

Cincinnati - Strategy at [Cintrifuse](#)

Born from the brains of corporations, Cintrifuse at its core is an economic development entity creating a sustainable tech-based economy for the region. With strategic support from Procter & Gamble and EY, along with financial support from the Ohio Third Frontier and The City of Cincinnati, Cintrifuse launched as a unique public-private partnership. Our ambitious goal: to build an ecosystem that will attract and retain high quality startups by leveraging BigCo's participation, university talent and early stage capital relationships. While specific projects can be tailored to the individual EIR, we envision them joining forces on our BigCo innovation teams as well as integrating into our larger StartupCincy community:

- Integrating innovation with corporate partners, coaching on innovation briefs
- StartupCincy community integration with VFA fellows - close liaison to VFA fellows and their corresponding startups
- Working with local portfolio of about 300 tech or tech enabled startups as desired

One of the differentiators in Cincinnati is our BigCo landscape. Not only do we have the greatest number of Fortune 500 companies per capita of any major city in the US, we are also incredibly industry-diverse - Healthcare, FinTech, CPG, Retail, etc. Therefore, an EIR with enterprise experience, especially infusing innovation into corporations would be a great fit.

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We're a young ecosystem with many first time entrepreneurs - an EIR with experience scaling a venture-backable startup would be a great asset. There is nothing better than learning from someone who's been there before.

Cleveland - Business Development (Healthcare and IT) at [JumpStart Inc.](#)

JumpStart's mission is to unlock the full potential of diverse and ambitious entrepreneurs to economically transform entire communities. Founded in 2004, JumpStart provides advisory services and investment capital to high potential entrepreneurs. The EIR at JumpStart will help entrepreneurs establish and achieve value-driving milestones needed to help attract customers and investment capital. To do so, the EIR must accurately assess the challenges and opportunities facing entrepreneurial companies and offer perspectives on market potential, talent concerns, sales efforts, operational issues and resource needs. This work can involve companies that are startups as well as established small businesses with significant growth potential (scaleups). Ideally, a JumpStart EIR will have specific domain expertise in the IT or Healthcare space (e.g. SaaS, Healthcare IT, medical device, mobile applications, etc.). The EIR will also work as generalist advisor given the wide range of technology sectors with which JumpStart can engage. Experience in a leadership role at a rapidly growing, early stage tech companies is desired. Functional expertise that can benefit our early stage client and portfolio companies include strategic and tactical aspects of financial modelling, sales and marketing, fundraising, product development and beta customer acquisition.

Columbus - Product Management at [Rev1 Ventures](#)

Rev1 helps entrepreneurs build great companies. Rev1 is a seed-stage venture development organization that combines investment capital and strategic services to help entrepreneurs build products people want and companies that succeed. The EIR will engage Rev1 client and portfolio companies as a marquee member of our First Connect Advisors program - a program built on placing the highest quality leaders on volunteer assignments with companies, starting as simple engagements and potentially progressing into compensated advisory, board, or employment opportunities. They will also participate in Rev1 programs under the EIR's area(s) of expertise - may include product development, building teams, raising capital, etc. and tap into their own network to support efforts in the areas of team expansion, capital raising, and customer acquisition

Detroit - Business Development/Marketing at [Invest Detroit Ventures](#)

Invest Detroit Ventures manages the three venture funds housed within Invest Detroit, a community-focused family of funds. Invest Detroit Ventures is committed to supporting the entrepreneurial ecosystem with capital, on-going mentorship, and community engagement. We implement targeted venture development programs to help build and promote scalable businesses in Michigan. Our team is prioritizing portfolio engagement initiatives this year, and we believe an EIR could play a tremendous role as we build out our portfolio management platform. By harnessing the data collected from our 86 portfolio companies, we anticipate an EIR to have the following responsibilities:

- Work with our existing portfolio on their respective scaling efforts, which may require a focus on marketing, sales, partnerships, and/or technology development
- Assist with initiatives that support the growth of Michigan's tech ecosystem
- Assist in the development of our minority-focused programming to groom pre-seed companies into venture-ready, seed companies

A background in enterprise sales, digital marketing, SaaS, and scaling startups would be highly valuable for this EIR.

Detroit - Engineering at [Detroit Venture Partners](#)

At Detroit Venture Partners (DVP), we work with startup teams that have the passion and hustle needed to bring big ideas to life. We care deeply about the entrepreneurial ecosystem in Detroit, and more broadly across Michigan and Ohio. Our goal is to partner with the best startups in the region and help build them into wildly successful companies. At DVP, the EIR will evaluate technical teams and products for new deals (dealflow), evaluate technical teams and products for DVP portfolio companies,

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recommend improvements for gaps identified within DVP portfolio companies, and share engineering team best practices across DVP portfolio. The ideal EIR would also have experience in building, leading, and scaling a product engineering team, developing and executing a product roadmap, managing product development against a budget, and launching a new product to market.

Miami - Strategy/Business Development at [Cambridge Innovation Center](#)

CIC's mission is to change the world through innovation by developing ecosystems that allow exceptional entrepreneurs to create new products and companies innovate better and faster. We do this by actively building startup communities in future-focused cities. The EIR's role will be to -

- Strategize and launch programs that connect the corporate and startup communities in Miami
- Strategize and launch programs that connect Miami's nascent ecosystem with innovation hubs in other parts of the country
- Access gaps in tech/startup scene and suggest ways in which CIC Miami can help bridge them
- Coordinate with our nonprofit partner - Venture Cafe Miami - to brainstorm novel and substantive programming
- Liaise with City of Miami's Chief Innovation Officer (a partner of ours) to design programming and engagements that facilitate interaction between the public sector and the startup community

Specifically, the EIR will need to be able to think strategically and execute, manage stakeholders, and have robust tech & startup knowhow.

Nashville - Strategy at the [Nashville Entrepreneur Center](#)

The Nashville Entrepreneur Center (NEC) exists to connect entrepreneurs to critical resources to create, launch and grow companies. We do this through community engagement, membership programming, advisor programming and specialized programming in the music and healthcare industries. Because of our 2017 priority, we foresee this EIR having an impact on our growing advisor program, not only as an advisor to our startups but as an advisor to our product team that is growing our processes and strategy around this offering. This EIR would be a value add for our Project Music and Project Healthcare verticals as a leaders in tech with experience and network in Silicon Valley as well. Because of our specialized programming focus on healthcare and music tech, an individual working in or around those industries would be ideal. Also, individuals with experience working in diversity and inclusion or advising high-potential startup companies would be a huge value to the EC in regard to our vision for growth and scale.

Nashville - Strategy at [LaunchTN](#)

LaunchTN's mission is to make Tennessee the most startup-friendly state in the United States. We do this by increasing availability and access to resources and by growing and diversifying the entrepreneurial ecosystem. The EIR's responsibilities will include:

- Design and codify the structure and processes for LaunchTN's first seed fund
- Package and brand Tennessee's entrepreneur center network, leveraging this asset to generate financial and/or programmatic returns for LaunchTN and our partners
- Develop the TNConnect Program, with a virtual platform and process that will connect LaunchTN portfolio companies to opportunities for business development, fundraising and talent acquisition
- Establish a strategy to monetize LaunchTN's value to the corporate and venture capital communities

Experience in venture capital or angel networks, partnership development or branding, corporate innovation, and/or startups is desired. We need a Swiss Army knife with experience managing multiple projects.

New Orleans - Strategy at the [New Orleans Startup Fund](#)

We invest in early stage (seed) level high growth companies in the 10 parish region around New Orleans. The EIR will focus on either engineering, sales & marketing or potentially operations. In particular, they should have experience in scaling engineering teams using global outsourcing networks, understand best practices for scaling revenue and users and building metrics to assist

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those decisions, building a company for an exit, and mentoring young entrepreneurs through their journey, and being a role model for others to follow.

Philadelphia - Strategy at [Ben Franklin Technology Partners](#)

Ben Franklin Technology Partners is a state funded economic development organization that achieves regional growth through investment, mentorship, and coaching of early stage technology start ups. There are a plethora of opportunities for the EIR to aide our mission of regional economic development. Being the largest early stage fund, and intimately connected with all aspects of the local ecosystem affords the EIR an unprecedented opportunity to have real impact on the region in a variety of ways. Experts in Technology, Physical Sciences, or Health startups would help by coaching early stage companies through various challenges of startup life. This would include guidance towards successful exits, overcoming operational challenges and a variety of other standard trials found in the day to day life of entrepreneurs.

Philadelphia - Strategy at [Philly Startup Leaders](#)

Philly Startup Leaders is the largest network of entrepreneurs in Philadelphia, focused on creating an ecosystem that allows startups to succeed here. The PSL EIR would support our Program Director in continuously improving PSL accelerator and startup bootcamp content. They would also make themselves available to each of the companies coming through our programs who wants to meet 1:1 with a PSL team member. We're looking for an executive with experience in teaching and mentoring entrepreneurs who can review all of our current programing offerings and help us increase the effectiveness of each.

Philadelphia - Business Development at [StartupPHL](#)

StartupPHL is Philadelphia's platform for promoting entrepreneurship and startup activity in the City. We operate at the intersection of public- private activity helping to strengthen and grow the startup ecosystem through connections, thought leadership and policy review. A successful EIR will understand the operations of key departments within City Hall and how startups/new technology could help streamline said operations, recommend best practices from other public facing entities that could be utilized successfully in Philadelphia, and create a physical space for private and public sector to interact, learn from one another and leverage skill sets to build the next generation of tech for urban environments and citizens. Experience in public relations, business development, private equity, management consulting is preferred, along with deep connections with leading investment manager and tech companies.

Philadelphia - Business Development at [University City Science Center](#)

The University City Science Center is a mission-driven nonprofit organization that helps innovators and entrepreneurs bring world-changing technologies to market. We provide innovators, entrepreneurs and companies at any stage of the business lifecycle with support and access to resources, programming, capital, and space – helping move innovation from idea to IPO, and beyond. The EIR would be responsible for mentoring resident entrepreneurs and startup teams as they develop business models, position for funding and market entry, and build relationships with potential partners and advisors/directors; advising community innovators as they conceptualize new technologies and consider business opportunities; and working to facilitate and foster improved diversity amongst the Science Center's startup ecosystem and connect with the surrounding community. Backgrounds in digital technology, electrical/mechanical engineering, or healthcare/life science/medical devices preferred. Required skills include business strategy and planning, fundraising, marketing and communications, customer discovery, product development, and financial modeling

St. Louis - Engineering Strategy at [LaunchCode](#)

LaunchCode is a St. Louis based non-profit working to close the tech talent gap. We run a nationally renowned apprenticeship program which matches driven candidates who lack traditional credentials with companies who need tech talent. We also provide accessible coding education to students from a wide range of backgrounds, to prepare them for apprenticeship. The

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main project of the EIR would be leading the creation of LaunchCode Labs, a LaunchCode software development shop that can employ our candidates, under the mentorship of experienced developers, to work on revenue generating projects for clients. This will allow graduates of our education programs to expand their skills and immediately start getting work experience, as well as better serve a more diverse array of candidates, including candidates with criminal records, disabilities, and other challenges who require more coaching and experience to be accepted by employers. EIR responsibilities could include: helping define strategic direction, managing agile teams, recruiting senior developers and leading business development for this program. Skills that would be most useful include: software development, experience managing software engineering teams (particularly agile scrum teams), helping to sell development projects, project estimation, and mentoring junior developers. As an organization we are constantly working to develop new, innovative ways to create opportunity for our candidates. The EIR should share this passion for creating opportunity and closing the tech talent gap.

**To apply to any of these roles or learn more about the program,
please visit ventureforamerica.org/eirapply**

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