



GAN

Corporate Development Executive at the GAN

Overview of the Global Accelerator Network

What is the Global Accelerator Network?

We're obsessed with helping startups all over the world succeed which is why the GAN's mission is to give startups the power to create and grow their businesses wherever they are. Currently we are a network of over 80 of the most highly respected investment accelerators on six continents and more than 100 cities around the world. The network has helped some 4,200 companies receive over \$4.8B USD in funding and create 21,000 jobs globally. The average company who participates in a GAN accelerator has raised over \$920K in the year following their accelerator and creates seven jobs.

We got started in 2010 when the two co-founders of Techstars—Brad Feld and David Cohen—had the idea to connect the top mentorship-driven, seed-stage accelerators around the world. At the time, Techstars was becoming more well-known and accelerators were emerging everywhere. Alongside the White House's Startup America Initiative, the GAN was launched to align those accelerators and create a community and model for their success.

How does the GAN support accelerators and their startups?

The GAN is a network that collaborates to share resources, connections and unparalleled industry knowledge. We support our accelerators and their startups by providing thoughtful and engaging events, the ability to share deal flow, investor support, the collating and sharing of accelerator best practices and acting on behalf of our members at external events, with governments, and with the press.

What does working at the GAN look like?

Creating a culture of happy colleagues is part of the GAN's DNA. We want our team to love what they are doing while working at a place that is growing and moving quickly. The benefits of the GAN are a reflection of what matters most: You.

We hire based on values and having an entrepreneurial spirit. Because of that, we have a smart team who has a lot of fun, cares for one another and gets a lot of stuff done. You will be joining a team of seven hard-working, happy and humble people. Our headquarters is based in Denver, Colorado although we also spend a good amount of time in Boulder, Colorado. On the last page of this description you will find a detailed list of all of the benefits we offer you once you join our team.



The Corporate Development Executive Role

The Corporate Development Executive is responsible for leading GAN's growth with corporations, governments and other organizations who want to work with the GAN, its accelerators or its startups. The role will focus on creating partnerships with these groups (around 80% of your role) while building out the business line, it's offerings and P&L. The successful candidate will have strong partnership-building skills and specific experience and relationships with startups, technology companies, investors and/or large corporations. You will be comfortable speaking with high-level contacts and able to work autonomously but also collaboratively with product, legal, and other partner-facing groups to support and grow the GAN strategically.

To be successful in this role you already know how to find the right people and build relationships to effectively close deals. Someone who will do well in this role loves making new friends, helps friends in need, hates losing, doesn't need their hand to be held and is passionate about helping entrepreneurs. You will open doors with potential partners like corporations, governments and organizations, chat with them about their businesses and present opportunities for collaboration. You will also build up all of our endeavors related to corporations who want to work with our startups. In doing so, you are furthering our purpose at the GAN which is to give startups the power to create and grow their businesses wherever they are.

As the Corporate Development Executive, you keep the Global Accelerator Network's growth going. You work closely with the GAN's CEO, Director of Products, Director of Branding and Community and Account Coordinator on new initiatives and key strategic relationships. You don't just execute; you're also a thought leader who can see multiple steps ahead and identify industry trends and key influencers.



An Even More Detailed Description of the Role...

Responsibilities

- Grow the GAN accelerator network by talking with and obtaining partnerships with top corporations, governments and organizations around the world
- Drive and “close” the relationships with governments, corporations and organizations looking to work with GAN, its accelerators and startups
- Know how to handle inbound inquires well through lead management
- Be a pro reaching out to untapped contacts through events, email, calling or tweeting
- Identify and prioritize partner targets; become an expert on knowing what it takes to be a great partner at the GAN
- Work closely with other GAN team members to develop a coordinated account strategy where appropriate
- Build and have ownership over a business line at the company
- Whatever else is necessary - we’re a small, nimble, fun team

Minimum Qualifications

- Bachelor's degree or equivalent practical experience.
- Experience in a sales/business development role or equivalent in a technology company, startup and/or large corporation
- Have a great personality where you care about people and want to be part of a unique team that supports one another

Preferred qualifications

- Experience with ongoing partner relationship management; the ability to serve as an advocate for your accounts internally and enjoy working collaboratively with team members to identify future opportunities
- Ability to interpret legal documents and work with attorneys on specific contract language
- Have international experience and wouldn't mind doing some overseas travel

To Apply:

Please send your resume, cover letter, LinkedIn profile and a 150 characters or less description of what makes you unique to jobs@gan.co.



Your Benefits at GAN: \$9026 in Tangible Benefits

- **\$5400/year:** A top tier insurance plan where the company pays for 100% of your health, vision and dental plan along with a Flexible Spending Account where you can set aside pre-tax money for out-of-pocket medical expenses. (\$450/month)
- **\$960/year:** Reimbursement for your cell phone, any parking-related costs and an Eco Pass. (\$80/month)
- **\$1566/year:** Free coffee and snack from any coffee shop while you are working. (\$6/working day)
- **\$500/year:** When you donate money to a qualified charity, GAN will make a matching gift to that charity on your behalf. GAN will match up to \$500/year per employee.
- **\$600/year:** A \$50/month fitness allowance for your gym membership, yoga studio membership, or whatever activity you do to stay healthy.
- Admission and travel costs paid for professional development opportunities, industry meetings and events.
- At least three weeks of vacation, time off for all major holidays and up to three days off to volunteer in your community at the charity of your choice.
- Being able to work at least one day a week from wherever you want. Whether it's the mountains, your house, a hut, it doesn't matter.
- Every three years you can take a one-month-long sabbatical paid for by the company.
- For new parents at the GAN, you have a maternity and paternity plan where mothers get additional time off and are paid at least 60% of their salary for most of their time out of the office. Fathers will receive additional time off to be with their families.
- 100% of the costs paid for the hardware/software you need to do your job.
- Our office is outfitted with standing desks. If you want one just ask.
- A "Holiday Holiday" where we shut down the office every year from Christmas Eve to New Years for you to enjoy time with your family or friends.
- And while this isn't a formal benefit, we encourage 40-hour work weeks. We bring this up as our industry is perverted and often asks people for regular 60+ hour weeks and regular pushes on weekends. We don't want people working more than 40 hours a week in any sustained fashion. In a crisis or if we have a big project we may require very short-term extended hours, but otherwise we strongly encourage working 40 hours a week and getting 8 hours of sleep a night.

