



**GAN**

Account Manager (Corporate Partners)

# Overview of the Global Accelerator Network

## 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.

## What is the GAN?

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 highly-curated community of independent startups, partners and investors. The network has helped some 4,700 companies receive over \$5.3B USD in funding and create 26,700 jobs globally.

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. 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.

## What type of person is going to love this role?

To be successful in this role you already know how to find the right people and build trust to effectively manage relationships. You also love making new friends, helping friends in need, hate losing, don't need your hand to be held and are passionate about helping entrepreneurs. You will work with accelerators, corporate partners and startups, chat with them about their operations and present opportunities for collaboration between the three groups. You will also manage and continue to build GAN's Corporate Partner Network. In doing so, you are furthering our purpose at GAN which is to give startups the power to create and grow their businesses wherever they are.



# Account Manager (Corporate Partnerships)

The Account Manager for Corporate Partnerships is responsible for building GAN's growth with organizations we call our partners (mainly corporations) who want to work with the GAN. The role will focus on fulfilling the partnerships we made with those organizations (around 80% of your role) while also managing and building upon the recently created Corporate Partner Network (around 20% of your role).

As the Account Manager, you will have a huge impact on GAN startups by being the connector between corporates who want to work with GAN startups and the startups themselves. You will work closely with the GAN's CEO, VP of Operations, Director of Corporate Development, Director of Partnerships, and Membership 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.

The successful candidate will have strong partnership-building and management skills. It's helpful for you to have experience and relationships with accelerators, angel groups, venture capitalists, and startups. 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.

## An Even More Detailed Description of the Role...

### **The Four Main Responsibilities:**

- Manage the relationship with our current partners to ensure they are happy and have everything they need as part of their engagement
- Build upon and manage the GAN's Partner Network. This includes having a fairly strong relationship with each member in it and building a weekly and monthly cadence for communication and community building.
- When requests come in for a connection between a startup and a partner under GAN's Partner Connect program, lead those discussions between the startup/partner and make the appropriate connections.
- Oversee the perks platform for GAN startups ensuring that all GAN startups are on the platform and continue to have good perks available to them on it.



### **Additional Responsibilities:**

- Ensure that all GAN startups are using the GAN Insight to access perks
- When accelerator cohorts want to talk with GAN, you will talk with them either in person or on a video call about all of the perks/benefits they get from GAN
- For the GAN Partner Network meetings, work with the Director of Corporate Development to format the meeting and oversee the logistics for it
- Work closely with other GAN team members to develop a coordinated account strategy where appropriate
- Whatever else is necessary - we're a small, nimble, fun team

### **Minimum Qualifications**

- Bachelor's degree
- Two to five years of experience in a sales/business development role or equivalent in a technology company, startup and/or accelerator
- Have a great personality where you care about people and want to be part of a unique team that supports one another
- Enjoy working collaboratively with team members

### **Preferred qualifications**

- Experience with ongoing partner relationship management and serving as an advocate for your accounts internally
- Ability to interpret legal documents and work with attorneys on specific contract language
- Have international experience and wouldn't mind doing some overseas travel
- Worked at a GAN startup company and/or a GAN accelerator member
- Ran a startup engagement program for a corporation
- An above average sense of humor.

### **To Apply:**

Please send your resume and LinkedIn profile to [jobs@gan.co](mailto:jobs@gan.co). Also, instead of a traditional cover letter, we'd like you to respond to the following questions.

Unfortunately, we will not consider candidates with an incomplete application.

- Why did you choose to apply to GAN over other companies — what about working here interests you the most?
- What is one interesting thing you have read this year (book or online) that resonates with you and why?
- What makes you unique in 150 characters or less
- How did you hear about this position?



## 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, and any parking or public transportation-related costs. (\$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 workweeks. 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.

