



ELEMENTAL EXCELERATOR

We're looking for a Partnerships Manager

About Elemental Excelerator

Elemental Excelerator advances solutions to climate change, and deploys those solutions in the communities that need them the most. Each year, we find 15-20 companies that best fit our mission and fund each company up to \$1 million to improve systems that impact people's lives: energy, transportation, water, agriculture, and circular economy. To date, we have awarded over \$36 million to 99 companies and deployed more than 50 projects in Hawaii, California's frontline communities, and the Asia Pacific. For more information, please visit elementalexcelerator.com.

Our Core Values

At Elemental Excelerator, our values drive the way we achieve our mission, approach each day in the office, and build our team. We blend a growth mindset with diverse backgrounds and roots, cultivating a dynamic culture where everyone's contributions are valued and encouraged.

- Team over self - we put the mission and team first.
- Driving for improvement - we are hungry for excellence and growth as individuals so that we can grow as an organization.
- Joyful work - we approach the world with warmth, assume positive intentions, and seek to bring joy to those around us.

Partnerships Manager

Elemental Excelerator is looking for a Partnerships Manager to join our team. This is an opportunity to contribute to the growth of our program and companies in our portfolio by developing a strong strategy and network to engage corporates across our key verticals: energy, transportation, water, agriculture, and circular economy. The Elemental work environment and culture is fast-paced, fun, and results-oriented, offering opportunities to learn, grow, and contribute to a high-performing team!

The key responsibilities for this role include:

- Manage relationships with a growing list of corporate partners
- Cultivate new partner relationships
- Support Elemental's portfolio companies with outcome-driven engagements including investments, project deployments and / or acquisitions.
- Analyze Elemental's portfolio and pipeline in order to deliver the most relevant investment opportunities to our partners.

- Analyze market trends related to investment dealflow, extrapolate key themes, and create content for dissemination to stakeholders.
- Employ findings to iterate and design effective methods of increasing collaboration between startups and corporates.
- Co-create pilots and commercial opportunities that accelerate the path to market for new technologies and business models.
- Attract high-potential startups that may be a good fit for corporate partners and / or Elemental Excelsior, and contribute expertise to the due diligence process.

Qualifications

Desired Qualifications:

- Outstanding organizational and relationship development skills
- Fluency in one or more program topic areas (energy, agriculture, water, mobility, and / or circular economy)
- Strong verbal communication skills and the ability to engage senior audiences
- Professional written communications skills
- Ability to work within deadlines and carry projects through to completion
- Receptive to feedback and highly coachable
- Eager to learn and take on new challenges
- Experience working with startups in some capacity
- Bachelors or Master's degree from an accredited post-secondary institution
- 5+ Years of relevant experience

Bonus Qualifications:

- Preexisting relationships with innovation focused employees within corporates in energy, agriculture, water, mobility, and / or the circular economy
- Experience building corporate networks
- Experience working at a large corporate, understanding of decision making structures and various innovation strategies within Fortune 500's
- Proven ability to analyze potential investments from the perspective of our corporate partners – this could come from a variety of backgrounds including but not limited to venture capital, corporate strategy, fundraising for startups, consulting, and / or investment banking
- Experience facilitating and leading events and meetings
- Experience in sales or business development, and experience with Salesforce
- Experience negotiating contracts
- Experience tracking high-potential startups
- Experience running due diligence on potential investments

Other Details:

- This position is based in the Bay Area (California) or Honolulu (Hawaii). No other locations will be considered.
- Some domestic and international travel may be required.

Compensation & Benefits

Elemental Excelerator offers a competitive salary based on the organization's compensation philosophy, which is grounded in market data. We also offer comprehensive health & welfare benefits and top of the market paid time off. This is a full-time "at-will" position working 40 hours per week.

How to Apply

Please submit a resume and cover letter online at <https://elementalexcelerator.com/mission/#join>.

We will accept and review applications on a rolling basis. Although all applications will be considered, we may be unable to respond to all inquiries.

Elemental Excelerator is an Equal Opportunity Employer (EOE) and committed to building a more inclusive ecosystem that integrates women, people of color, and other underrepresented groups into the climate-tech sector. We strongly encourage applications from qualified applicants and members of underrepresented groups.