



# ELEMENTAL EXCELERATOR

## We're looking for a Partnerships Manager

### About Elemental Excelserator

Elemental Excelserator 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](http://elementalexcelerator.com).

### Our Core Values

At Elemental Excelserator, 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 Excelserator 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.*