



We're looking for a Director of Corporate Partnerships

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 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.

Director of Corporate Partnership

Elemental is looking for an individual to join our Partnerships team. The Elemental work environment and culture is fast-paced, fun, and results-oriented, offering opportunities to learn, grow, and chip in with a high-performing team!

The key focus of this role is to **build the depth and breadth of our corporate partnerships.**

Desired long-term outcomes are:

1. Creating a larger network of corporations to support Elemental's mission and portfolio companies
2. Facilitating new ways for corporates to fund, pilot, or acquire climate-impact technologies
3. Elevating Elemental's brand as the go-to accelerator in energy, agriculture, water, mobility and the circular economy

Responsibilities include:

- Ongoing market discovery to build and operate partner programs that meet the evolving needs of corporate partners around the globe
- Building and managing an organized sales pipeline to secure new partners across Elemental's technology verticals
- Managing Elemental's existing partnerships and developing strong relationships with their leadership teams
- Iterating and designing effective methods of increasing collaboration between startups and corporates
- Hosting and facilitating events to further connect corporates to the Elemental mission, and increase catalytic funding into climate-tech startups
- During application season: recruiting high-potential startups that may be a good fit for corporate partners and/or Elemental, and contributing expertise to the due diligence process.
- Coaching and/or advising Elemental portfolio companies to better navigate the corporate landscape

Qualifications

Minimum Qualifications:

- Experience building corporate networks and relationships
- Experience working within a large corporation
- Eagerness to learn and take on new challenges
- Excellent public speaking skills
- Professional written communications skills for various audiences
- Outstanding organizational and strategic thinking skills
- Direct work experience in one or more program topic areas (energy, agriculture, water and/or mobility)
- Bachelors or Master's degree from an accredited post-secondary institution

Preferred Qualifications:

- Preexisting relationships with Executive and/or Board level individuals within companies in energy, agriculture, water, and mobility sectors
- Experience facilitating large multi-stakeholder convenings and leading meetings
- Experience coaching climate-tech startups in some capacity
- Experience in sales or business development, fluency in Salesforce
- Experience negotiating contracts

Other Details:

- This position is based in California or Honolulu, Hawaii. ***No other locations will be considered.***
- Some domestic and international travel may be required.

Compensation

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.