



## **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](http://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.*