

Director, Corporate Partner Success



Rev1 is committed to helping entrepreneurs and corporate innovators build great companies by connecting startups to industry for the benefit of both. We provide entrepreneurs and corporate innovators a unique blend of resources – services, connections, programs, and fund management – to turn innovative ideas into successful businesses and partnerships. Rev1 has been recognized as among the most active seed investors in the U.S. by PitchBook. Six core values drive all of Rev1’s work: Entrepreneur Focused, Ingrained Inclusion, Integrity, Collaboration, Persistent Curiosity, and Impact Driven.

Reporting to the Senior VP, Corporate Partnerships, the Director is a critical member of a diverse team that ensures we meet or exceed all desired impacts and deliverables with our corporate partners. An ideal candidate will have the ability to foster strong relationships with senior corporate executives and entrepreneurs alike, and will have strong organization, project and program management skills to lead a wide range of internal and external stakeholders, activities, and commitments.

What You’ll Do:

- Manage corporate partner programs to deliver desired impacts and outcomes, leading to the renewal and expansion of partner relationships.
- Serve as a consultant to corporate partners, collaborating to understand desired impacts, strategic drivers, industry dynamics, and innovation culture. Offer solutions that meet unique partner needs and leverage Rev1’s strengths, team members, and stakeholders.
- Engage partners as the primary project manager, directing communication throughout the organization and with partners for clarifying program requirements and conducting reviews against commitments to achieve.
- Build, manage and update service delivery processes to meet broad partner and operational needs.
- Leverage external networks to engage partners and open up access to investable, scalable technologies and business opportunities.
- Attend targeted industry conferences and events to network and identify startup and partner opportunities.
- Be a credible spokesperson for Rev1 externally (conferences, business to business meetings, etc).

What You Bring:

- Minimum ten (10+) years' experience working with entrepreneurs, strategic corporate relationships, or venture capital.
- Project management expertise: ability to take detailed notes, manage stakeholder activities and communication to achieve project and partnership objectives.
- Excellent relationship management skills. Ability to tactfully engage with internal and external stakeholders.
- Entrepreneurial spirit: willing to explore new ways to approach problems and opportunities. Optimistic, in tune with one's passion, always questioning how it can be done better, understands risk mitigation and above all, ability to execute.
- Comfortable working within an established, yet evolving system to identify, develop, mature and harvest startup-corporate opportunities.
- Comfortable developing opportunities and making decisions with limited data.
- Experience understanding where and how technology or new business models can address key challenges and present new opportunities for customers.
- Working knowledge of valuation techniques and basic financial analyses (ability to interpret financial statements: balance sheets, income statements, cash flow statements).
- Executive presence required with entrepreneurs, start-up CEOs, co-investors and corporate partners.

Who You Are:

- Comfortable on a Diverse Team: We believe that gender, racial, ethnic, and cultural diversity are key elements in startup success, and we foster this belief on our own team as well.
- Flexible and Collaborative: Willing to work with a variety of companies, partners, and projects. Able to deal with complex, ambiguous situations effectively. Must be able to participate in programs/events that may occur on nights/weekends as an advocate of Rev1 Ventures.
- Continuous Learning: We foster an encouraging environment that is always learning, always asking questions and challenging assumptions.
- Self-Starter: Comfortable managing a process from start to production and delivery. Willing to self-educate in fields outside of personal experience.
- Entrepreneurial: Have a strong and demonstrated interest in early-stage companies, understanding the stress and concerns entrepreneurs face.
- Positive and Polished: High level of professionalism, composure, confidence, and emotional maturity. Ability to interact effectively with executives, entrepreneurs, professional service providers, and co-investors in a productive manner.
- Ethical: High integrity; trustworthy with confidential information. We ensure transparency and intellectual honesty are at the core of every interaction.

What's in it for you?

- Collaborative work environment at one of the Best Places to Work in Columbus
- Access to exciting tech startups and trends in the national arena
- Competitive compensation package, including performance-based incentives
- Generous paid time off
- 401(k) matching
- Health, dental, and vision benefits

Schedule: Full-time

Location: Rev1 Ventures – Columbus, Ohio

Applicants must be eligible to work in the United States and able to work 8am-5pm Monday – Friday with some night and weekend availability to attend related events.

Travel: ~10% of time, typically related to conferences and partner visits.

As an equal opportunity employer, Rev1 Ventures does not discriminate in hiring or terms and conditions of employment because of an individual's race, color, religion, gender, national origin, age, disability, sexual orientation, or marital status.

To apply, please submit your resume to Mike McCann, SVP Corporate Partnerships, at mike@rev1ventures.com.