

Job Description

Start-Up Community Manager

Job Title: Start-Up Community Manager – Climate-KIC Group

Reports to: Start-Up Programme Coordinator

Contract: open-ended

Salary: Competitive

Location: Preferably Berlin, London, Zurich or another Climate-KIC Location

Start Date: ASAP

Apply by: 30 Jun 2017

Business Background

Climate-KIC is the EU's largest public private partnership addressing climate change through innovation to build a low carbon economy. We run programs for students, start-ups and innovators across Europe. Our start-up programme runs in 14 locations and has supported over 900 start-ups since 2011, which cumulatively have raised over 350 million Euros in third-party funding since.

We deliver our activities through a partnership of more than 200 leading organizations from the public, private, and academic sectors, and with 150 staff based in major cities across Europe. Founded in 2010, Climate-KIC is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union.

Climate-KIC's Start-Up Accelerator

Climate-KIC runs Europe's largest ideation, incubation, and acceleration program for climate-relevant start-ups. In 2016, we incubated almost 250 business ideas across 14 European countries through our own staff and through program delivery partners.

As the Start-Up Community Manager, you will develop and strengthen the value proposition of our Accelerator program by connecting our start-ups with internal and external partners (particularly with the 200+ organizations that are members of Climate-KIC) and with the early-stage investor community.

You will report to the Start-Up Programme Coordinator and work closely with the Accelerator Leads in the Climate-KIC locations and with our program delivery partners.

Key Responsibilities

Managing our "Community Link" offering

You will be responsible for connecting our start-ups with internal specialist teams and with Climate-KIC partner organizations and other third-parties to facilitate strategic partnerships, funding opportunities, and commercial relationships. Specifically, you will:

- Refine the theory of change underpinning start-up acceleration through community linkages by developing and implementing mechanisms of learning and knowledge management
- Identify and engage with key people within our partner organizations and external third-parties (e.g. corporates) and match these with our start-ups

- Collaborate with internal and external communication experts in developing and maintaining communication channels (online platform, newsletters, etc)
- Develop a concept for engaging our start-ups in Climate-KIC's ongoing innovation projects
- Explore synergies with other start-up accelerators and entrepreneurship programmes and with other Knowledge & Innovation Communities (KICs)

Managing our "Investor Network" offering

You will manage a system for linking our start-ups with the community of early-stage and corporate investors to generate opportunities for follow-on investment. Specifically, you will:

- Manage relationships with affiliated investors and further develop the investor network by scouting for and engaging new investors
- Manage and refine a set of tools and mechanisms to systematically and effectively connect start-ups with the investor network
- Maintain existing communication channels (online platform, newsletter, etc)
- Oversee revenue and other financial aspects

Climate-KIC Venture Competition

Every year, the most promising start-ups from Climate-KIC's Accelerator compete in a European competition. You will:

- Refine the value proposition of the Venture Competition and implement improvements
- Organize the Venture Competition in collaboration with the Start-Up Programme Coordinator, local Accelerator Leads, and our Communications team

Managerial & Administrative Tasks

- Refine our business models behind start-up matchmaking
- Manage and refine the system for measuring the effectiveness of our start-up community activities
- Oversee the start-up related data capture and management practices and systems
- Lead on reporting on the community management activities throughout the year and at year-end

Person Specification

This role requires an experienced professional who has an intimate understanding of start-up incubation and acceleration, of early-stage venture capital, and of the European start-up landscape. Hands-on start-up experience is a must, either as an entrepreneur, early-stage investor, start-up coach, or in any relevant role at a start-up accelerator. Your role will be challenging, broad in scope, and require excellent networking and communication skills as well as a hands-on/can-do attitude.

Profile and Experience

- 5-7 years of experience in the European start-up landscape either as an entrepreneur, early-stage start-up investor, start-up coach, or manager of a start-up incubation/acceleration outfit
- Intimate understanding of the processes of start-up incubation and acceleration
- Experience in working with institutional and corporate start-up investors
- Entrepreneurial mind with a hands-on/can-do attitude
- Passionate about climate change and working in an international environment



Key Skills

- Bachelor's or Master's degree in engineering, science, or business administration, or relevant professional experience
- Fluency in English
- Excellent communication, influencing and relationship management skills
- Ability to develop and maintain effective working relationships at all levels both within and outside the organisation
- Confidence in operating in a changing and ambiguous environment
- Self-motivated and self-organised, with good time-management skills and an ability to plan, manage and prioritise a varied workload

Application Process

Climate-KIC values diversity and welcomes applications from all suitably qualified candidates regardless of age, gender, race, disability, sexual orientation, religion or ethnic background.

Your application should consist of a full curriculum vitae and a covering letter describing briefly how your profile, skills and experience meet the criteria outlined in the person specification, and outlining your interest in and vision for the role.

Please send your full application to recruitment@climate-kic.org

