

## **Job Description: Startup Manager**

### **Position Summary:**

The Startup Manager will play a pivotal role in driving KIN's mission to support and grow a thriving entrepreneurial ecosystem. This individual will act as the primary point of contact for founders, manage entrepreneurial programming, and cultivate meaningful relationships with venture capital funds, angels and angel groups, and corporate innovation partners. The ideal candidate is a relationship builder with a strong background in technology, a passion for entrepreneurship, and a proven ability to connect diverse stakeholders in innovative ways.

### **Key Responsibilities:**

#### **1. Founder Engagement:**

- Act as the primary contact for startup founders, providing guidance and support to help them navigate challenges and scale their businesses.
- Conduct one-on-one meetings to understand the unique needs of entrepreneurs and connect them with appropriate resources.
- Build and maintain a robust pipeline of tech-focused startups to engage with KIN.
- Develop and manage ongoing relationships with regional founder focused organizations. Promote KIC/KIN resources to those organizations.

#### **2. Entrepreneurial Programming:**

- Design, implement, and manage high-impact programs to support early-stage entrepreneurs, including workshops, networking events, and accelerator partnerships.
- Design, promote and support KIC hosted pitch events. Identify and align external support for them.
- Collaborate with internal and external stakeholders to deliver programming aligned with KIN's mission and goals.

#### **3. Venture Capital and Angel Relationships:**

- Develop and maintain relationships with local, regional, and national venture capital funds to connect startups with funding opportunities.
- Develop and maintain relationships with local angels and regional angel groups to connect startups with funding opportunities,
- Facilitate introductions and investment-readiness programs to help founders secure capital.

#### **4. Corporate Innovation Partnerships:**

- Build strategic relationships with corporate partners to foster collaboration with startups in areas like pilot programs, mentorship, and innovation initiatives.
- Identify opportunities for corporate sponsors to engage with KIN's entrepreneurial ecosystem.

#### **Qualifications:**

- Proven experience in entrepreneurship, venture capital, corporate innovation, or a related field.
- Strong understanding of the startup lifecycle, particularly in tech-focused industries.
- Excellent relationship management skills and the ability to engage with diverse stakeholders, from founders to investors to corporate executives.
- Exceptional program development and project management abilities.
- Passion for fostering innovation and building vibrant entrepreneurial ecosystems.

#### **Preferred Qualifications:**

- Familiarity with entrepreneurial and innovation landscape

#### **What We Offer:**

- An opportunity to shape and drive innovation in an emerging hub for technology and entrepreneurship.
- A collaborative, mission-driven team dedicated to advancing economic growth and innovation.

#### **Work Environment:**

This role requires regular on-site presence at the Kenosha Innovation Center and occasional evening or weekend hours for events.

#### **Compensation:**

The salary for this position is competitive and commensurate with experience. A benefits package, including health insurance and professional development opportunities, is available. Open to contract position as well.