



WHERE NO STARTUP STANDS ALONE

Position Description

Account/Community Manager - Corporate Partnerships

We think you'll like it here.

Overview of GAN

What does working at GAN look like?

Creating a culture of happy colleagues is part of GAN's DNA. We want our team to love what they do while working at a place that is growing and moving quickly. Benefits at GAN are a reflection of what matters most: You. We hire based on values and entrepreneurial spirit. Because of this, we have a smart team who has fun, cares for one another, and gets a lot done. You will be joining a team of eight hard-working, happy, and humble people.

What is GAN?

GAN is a highly-curated community of independent accelerators, partners, and investors. We're obsessed with helping startups all over the world succeed, which is why GAN's mission is to give startups the power to create and grow their businesses, wherever they are. Our community has helped some 4,700 companies receive over \$5.3B USD in funding and create more than 26,700 jobs globally.

We got started in 2010 when Brad Feld and David Cohen—the two co-founders of Techstars—had the idea to connect the top mentorship-driven, seed-stage accelerators around the world. Alongside the White House's Startup America Initiative, GAN was launched to align those accelerators and create a community and model for their success. Today, GAN is an independently-operated organization and has more than 100 accelerators in our community, running programs in 120+ cities all over the world. GAN Ventures is our investment arm. And, corporate groups like Comcast, SendGrid, Jaguar Land Rover and Allstate seek to build meaningful relationships with the startups in our community. That's where you come in.

What are GAN's Values?

- **Humanity:** We create environments where people are empowered to fulfill who they set out to be.
- **Service:** We try to exhibit a level of selflessness that makes people question our sainthood.
- **Integrity:** We deliver what we say we'll deliver, and are honest early and often when we face challenges.
- **Action:** We get stuff done and continually grow and evolve based on the needs of our community. And then we work to proactively meet those needs.
- **Celebration:** We pop a cork when people reach greater heights. Getting stuff done doesn't mean you're boring.
- **Drive:** We have a deep determination to do whatever is appropriately necessary to support our clients, our colleagues, and ourselves.



WHERE NO STARTUP STANDS ALONE

Position Description, Cont'd

Overview of the Role

We're obsessed with getting revenue to startups: If they don't have revenue, they can't survive and thrive for the long-term, which means they won't create jobs and provide valuable products that help make our lives richer and our cities stronger. In light of that, our goal is that every GAN Accelerator will each have 10 startups with \$10M or more in revenue by the end of 2020.

It's audacious, but we believe it's possible. Not just possible, but essential. Because if startups are going to be everywhere, we need to help create opportunities for them to build powerful businesses, exactly where they are. Corporates engaging with startups is one of the biggest opportunities to make this happen. When a larger company actually does business with a startup, it's one of the best, most sustainable ways to get startups the revenue they need.

You will be in charge of working with and supporting GAN Partners, the corporates that want to have relationships with GAN Startups—companies that have been through a GAN Accelerator.

To be successful in this role, you'll already know how to build relationships and a strong community. Someone who will do well as our Account/Community Manager loves making new friends, helps friends in need, doesn't need their hand to be held, and is passionate about helping entrepreneurs. You know how to build rapport, develop relationships quickly, understand a client's strategic objectives, and present opportunities for collaboration. You will have the opportunity to continually grow and productize all of our endeavors related to corporate partners who want to work with GAN Startups. In doing so, you are furthering our purpose, which is to give startups the power to create and grow their businesses, wherever they are.

The Account/Community Manager is responsible for managing and developing the partnerships GAN has with its existing corporate partners, governments, and other organizations who want to work with GAN, its accelerators, or its startups. The role will focus on delivering all that the partner needs from us, including specific deliverables and a strong GAN community. The successful candidate will have strong partnering skills and specific experience with startups, technology companies, investors, and large corporations. A great deal of comfort in speaking with high-level contacts and an ability to work with enterprise clients is a must. This role will work autonomously but also collaboratively with product, legal, and other partner-facing team members to initiate, support, and grow GAN strategically.

As the Account/Community Manager, you'll keep GAN's growth going. You'll work closely with GAN's CEO, COO, and the Director of Sales - Corporate Partners on new initiatives and key strategic relationships. You don't just execute; you're also a thought leader who can see multiple steps ahead and identify industry trends and key influencers.



WHERE NO STARTUP STANDS ALONE

Position Description, Cont'd

Responsibilities

- Grow GAN by managing partnerships with top corporations, governments, and organizations around the world who are focused on engaging startups.
- Actively connect GAN, its accelerators, and startups with GAN Partners.
- Develop the GAN Partner community, which includes managing the events and daily, weekly, and monthly activities that GAN Partners provide to each other and to startups, as well as demonstrating return on their investment.
- Whatever else is necessary—we're a small, nimble, and fun team.

Minimum Qualifications

- You have a Bachelor's degree or equivalent practical experience.
- You have previous experience in a sales/business development or account management role in a technology company, startup, and/or a large corporation where you had a quota and consistently hit that quota.
- You care about people and want to be part of a unique team that supports one another.
- You embody GAN's values (see Page 1).
- You have an above-average sense of humor.

Preferred Qualifications

- You have experience generating leads, customizing proposals, and managing sales cycles with major enterprise clients.
- You possess an ability to interpret legal documents and work with attorneys on specific contract language.
- You have international experience and wouldn't mind doing some travel, including overseas.

To Apply

Please send your resume and LinkedIn profile to jobs@gan.co. Instead of a traditional cover letter, we'd like for you to answer the following questions in one page or less:

- Why did you choose to apply to GAN over other companies, and what about working here interests you the most?
- How did you hear about this position?
- What is one interesting thing you have read recently that resonates with you and why?
- What makes you unique in 150 characters or less?

Unfortunately, candidates with incomplete applications won't be considered for this role.



WHERE NO STARTUP STANDS ALONE

Standard Benefits

Great Insurance:

A top-tier insurance plan where the company pays for 100% of your health, vision and dental plan along with a Flexible Spending Account where you can set aside pre-tax money for out-of-pocket medical expenses.

Cell Phone, Parking, & Public

Transportation Reimbursement:

We'll reimburse you for your cell phone, and any parking or public transportation-related costs (paying for an EcoPass).

Snacks:

We'll pay for coffee and snacks from any coffee shop while you are working.

Matching Donations:

When you donate money to a qualified charity, GAN will make a matching gift to that charity on your behalf, up to \$500.

Fitness Allowance:

Use up to a \$50 per month fitness allowance for your gym membership, yoga studio membership, or whatever activity you do to stay healthy.

Professional Development:

Admission and travel costs paid for professional development opportunities, industry meetings, and events.

Time Off:

We have a generous PTO policy, time off for all major holidays, and up to three days off to volunteer in your community every year.

Remote Work:

Work at least one day a week from wherever you want. Whether it's the mountains, your house, a hut... it doesn't matter.

Sabbatical:

Every three years, employees are granted a one-month-long paid sabbatical.

Parental Leave:

Maternity and paternity leave for new parents.

Job Costs:

We pay 100% of the costs for the hardware/software you need to do your job.

Standing Desks:

We provide standing desks to you in our Denver office, if you want one.

A "Holiday Holiday":

We shut down the office every year from Christmas Eve through New Years Day for you to enjoy time with your family or friends.

Reasonable Work Hours:

And while this isn't a formal benefit, we encourage 40-hour work weeks. The startup industry often asks people for regular 60+ hour weeks and regular pushes on weekends. We don't want people working more than 40 hours a week in any sustained fashion. In a crisis or if we have a big project, we may require very short-term, extended hours, but otherwise, we strongly encourage working 40 hours a week and getting eight hours of sleep a night.