



ELEMENTAL EXCELERATOR

We're looking for a Managing Director, Policy and Partnerships!

About Elemental Excelerator

Elemental Excelerator (Elemental) helps startups change the world, one community at a time. 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 beyond. To date, we have awarded over \$30 million to 82 companies. We are a nonprofit and work closely with Emerson Collective, an investment and philanthropic organization dedicated to removing barriers to opportunity. We are supported by the U.S. Navy and a diverse coalition of utility partners, corporate partners, state government, and philanthropic organizations.

We believe that our most complex problems require collective action – and that this action must start at the local level. Our goal is not only to curate a portfolio of innovative and impactful startups, but also to build an ecosystem of passionate people working to change the world, one community at a time. We hope you'll join us.

Managing Director, Policy and Partnerships

Elemental is seeking a Managing Director, Policy and Partnerships to drive strategic engagement for the organization in California, specifically developing Elemental's Equity & Access program. This is a leadership position with considerable freedom for creativity – we are looking for driven and passionate individuals with innovative ideas. The Elemental work environment and culture is fast-paced, fun, and results-oriented, offering opportunities to learn, grow, and contribute to a high-performing team!

Core Responsibilities

- Lead overall place-based strategy for California branch of Elemental program, primarily focused on strategy and execution for our partnerships and policy work.
- Lead a small and growing team of highly productive individuals with expertise in startup growth, strategic partnerships, public policy, and community engagement.
- Steer development of Equity & Access program, including content and curriculum, strategic partnerships and collaborations.

Executive team responsibilities

- Reports to Chief of Staff
- As a member of the Elemental executive team, contribute to strategy, impact, team-building, and overall operations of the organization
- Collaborate across the Elemental team on overall strategy for policy & community programs

Qualifications

Minimum Qualifications:

- Bachelors or Associate's degree from an accredited post-secondary institution
- Five or more years of experience working in any related fields, however preference is given to those with mobility, agriculture, or water sector experience
- Experience working with and/or engaging diverse stakeholders
- Excellent oral and written communications skills
- Team-oriented mindset and ability to work successfully in fast-paced teams
- Curiosity
- Entrepreneurial spirit
- Outstanding organizational skills
- Detail-oriented and thorough; ability to work with deadlines and consistently follow through to completion of assigned projects
- Creative and proactive in solving problems

Preferred Qualifications:

- Leadership experience and a track record of building/managing high-performing teams
- Experience working in nonprofit, technical, or entrepreneurship-related organizations
- Understanding of equity principles within the business and tech industries
- Experience convening / leading events and conversations
- Familiarity with our sectors: energy, agriculture, water and/or mobility
- Familiarity with the incubator / accelerator landscape
- Experience with startups and the venture capital landscape

Other Details:

- This position is primarily based in the East Palo Alto, and secondarily in San Francisco.
- Some domestic and international travel may be required.

Compensation

Competitive pay will be offered commensurate with qualifications, and competitive benefits will be provided. This is a full-time "at-will" position working 40 hours per week.

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 Exceleator is an Equal Employment Opportunity Employer.