



Venture Capital and Business Strategy Director

Statement of Duties

The Director, Venture Capital and Business Strategy plays a pivotal role in forging strategic partnerships between Rhode Island's high-growth and high-potential start-ups and the venture capital ecosystem. The position sits in RI Commerce's Strategic and Innovation Initiatives team and works closely with RIHub, a state-supported innovation hub dedicated to helping entrepreneurs and their high potential growth. The incumbent in this role will cultivate and retain strong relationships with venture capital firms and investors, high-potential entrepreneurs, as well as universities, tech transfer offices, and other key stakeholders in order to drive investment opportunities that fuel the growth of startups in Rhode Island.

Position Functions

The essential functions and duties listed below are intended only to be illustrative of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if work is similar, related or a logical assignment to the position.

Essential Functions:

Venture Capital and Investor Relations

- Identify and engage with venture capital firms, angel investors, corporate investors, and other potential funders to support start-up ventures. Build and maintain a robust network of investors through attending industry events, conferences, and networking gatherings, cultivating relationships and staying abreast of investment trends. These potential funders and investor firms may be located within Rhode Island, across the northeast region or the U.S.
- Build relationships with investors and greatly expand the number of investors that are aware of the Rhode Island high growth start-up ecosystem, cultivated by RIHub.

Business Strategy and Venture Preparation

- Work with RIHub and the rest of the Commerce team to support venture outreach and identification of high growth start-up companies to cultivate in the RIHub ecosystem.

- Support the development of business strategies and encourage the commercialization process as a mechanism for growing commercial viability and market potential ventures.
- Support RIHub programming staff in their work with startups to prepare compelling pitch decks, financial projections, and investment materials to facilitate fundraising efforts.
- Develop critical relationships with legal and financial experts that can assist with technology licensing agreements and equity arrangements for new ventures.
- Provide ongoing support to university-based and other startups by introducing them to start-up resources in the State, including RIHub's incubation, pre-accelerator, and mentoring programs as well as Commerce's Innovation Incentives.
- Work with academic institutions in Rhode Island, including universities and research centers, and technology transfer offices to identify promising research and intellectual property with commercialization potential.

Ecosystem Development

- Contribute to the overall development and expansion of Rhode Island's innovation ecosystem by fostering collaboration, knowledge sharing, and resource mobilization.
- Identify strategic partnerships and funding opportunities to support the state's start-up ecosystem, including tech transfer support.
- Work to align non-dilutive funding opportunities (government funds, SBIR investments, etc.) to the venture development portfolio, working with relevant start-ups and/or partners to explore these options.

Qualifications:

- Demonstrated professional experience in entrepreneurship, venture capital investments, investor relations, startup building, and/or institutional tech transfer or equivalent, with a strong understanding of the innovation ecosystem.
- Bachelor's degree in business, finance, science, engineering, or a related field or relevant professional experience equivalent; advanced degree, especially in business, preferred but not necessary.
- Experience with the process of pitching a business and creating deals with investors.
- Experience with venture development and navigating early stages of business growth.
- Understanding of non-dilutive funding options for venture development is helpful, but not necessary.
- Excellent communication and relationship-building skills, with the ability to engage and influence stakeholders at all levels.

- Strategic thinker with a results-oriented mindset and a track record of driving impactful outcomes.
- Entrepreneurial spirit and a passion for fostering innovation and entrepreneurship in Rhode Island.
- Ability to work independently, manage multiple projects simultaneously, and thrive in a dynamic, fast-paced environment.

Rhode Island Commerce Corporation is an at-will employer; no employment contracts exist.

The Rhode Island Commerce Corporation (the 'Corporation') is an Equal Opportunity Employer.

The Corporation does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by applicable law. All employment is decided on the basis of qualifications, merit, and business need. The Corporation will not tolerate discrimination or harassment based on any of these characteristics.

To be considered for this position, please apply at:

<https://secure.yourpayrollhr.com/ta/co8056.careers?ShowJob=654837890>