Head of Strategic Partnerships

Location: Los Angeles, New York, or San Francisco preferred

Company Overview:
Greycroft is a seed-to-growth venture capital firm that partners with entrepreneurs of all backgrounds to build category-defining companies. We have deep experience investing in consumer, enterprise, health tech, and fintech sectors around the globe and work as a team to support and advise entrepreneurs, empowering them to execute on their visions. Greycroft manages over $2 billion in capital raised and has made over 200 investments since inception. For more information, please visit https://www.greycroft.com.

The Opportunity:
Greycroft is seeking a Head of Strategic Partnerships to develop and lead the company's business development and partnerships efforts. This individual will work closely with internal stakeholders to identify and develop new partnerships and manage, centralize, and own existing relationships that will benefit Greycroft and its portfolio companies. These will include a range of key partners across categories, including but not limited to cloud providers, investment banks, executive search firms, and others. The ideal candidate will have a strong network within the tech, venture capital, and startup communities and help us proactively foster new relationships with select partners to benefit Greycroft and support growth across our portfolio companies.

Responsibilities:

- Develop and implement a comprehensive strategic partnerships strategy that aligns with the firm's growth objectives, investment thesis, and the needs of our portfolio companies
- Identify and analyze strategic corporate partnerships and drive alignment and execution on key initiatives
- Cultivate strong relationships with C-Suite executives from select partners
- Work with our platform and investment teams to identify the most promising partnership opportunities and assess their potential impact on our portfolio companies
- Build and execute targeted partnerships programs to include differentiated perks and incentives for Greycroft and Greycroft portfolio companies
- Integrate strategic partners in marketing, events, and platform initiatives, including negotiating sponsorship agreements and ensuring deliverables are met
- Identify and broker strategic growth opportunities for our portfolio companies
- Stay up-to-date on industry trends and developments, and incorporate insights into partnership strategies and tactics
- Represent the firm at industry events and conferences and actively engage in the venture capital and startup communities
- Monitor and report on the impact of partnerships on portfolio companies' growth and performance

Qualifications:

- 10+ years of experience in business development, strategic partnerships, sales, and/or venture capital
- Established network within the tech, venture capital, and startup communities
- Deep understanding of the vendor ecosystem, including key players, partner programs, and incentives, including with one of the major cloud providers
- Strong track record of developing long-term relationships and knowing how to build and execute large-scale partnerships with organizations at C-Suite levels.
- Excellent communication, negotiation, project management, and interpersonal skills
- Ability to work independently and collaboratively in a fast-paced, dynamic environment
- Willingness to travel as needed

Base Salary Range: $200K-$300K. Exact compensation may vary based on skills, experience, and location.

Application link: https://boards.greenhouse.io/greycroft/jobs/4234265005

Greycroft LP is an equal-opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran, or disability status.