



IkoVe Startup Nursery  
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## Venture Developer

Full-Time – Miami, FL

Job Post: May 7, 2019

### Position Summary

IkoVe Venture Partners seeks an Entrepreneur in Residence (EIR) to function as a Venture Developer to lead IkoVe efforts in scouting for and launching new companies that fit the IkoVe Startup Nursery thesis. This is a rewarding, exciting, and unique opportunity for a highly motivated, detail-oriented individual with experience and passion for working in startups and very early stage venture development.

At IkoVe our Venture Developers essentially become our interim launch company CEO's as we scout, analyze, validate, vet, and launch companies within the IkoVe Startup Nursery. We have a small, senior team of EIR's acting as Venture Developers that will collaborate to launch our next 12 to 18 companies over the next 3 years. The right combination of talent, experience, leadership, and GRIT will deliver the desired results and help create many possible growth (both personal and business) opportunities for the right candidate.

### Primary Responsibilities

- Scout, analyze, validate, vet, new technology and product concepts, ideas, and proposals as we work prospects through the IkoVe company/technology pipeline
- Leverage your product expertise, business judgment and analytical skills to develop strategic business strategies and plans for foundational company growth
- Work cross-functionally with Project Managers, Technical Leads, Engineering, Marketing, etc. to develop go-to-market narratives
- Make business recommendations (e.g. cost-benefit, forecasting) with effective presentations of findings at multiple levels of stakeholders
- Execute, scale, and measure new company initiatives
- Establish systems to help evaluate and guide investment decisions
- Take on executive and consulting roles with IkoVe portfolio companies
- Enable and assist with Seed, Post Seed, and possibly Series A funding initiatives

### Qualifications and Skill Requirements

- Relevant 4-year degree, or equivalent combination of education and experience
- Must be able to adapt to a changing environment and handle multiple priorities
- Ability to operate and execute independently
- Exceptional communication (especially listening) skills (written and verbal)
- Strong analytical skills with a keen attention to detail
- Leadership and executive presence
- Track record of business success