



## Manager - Connections to Capital

Are you curious about entrepreneurial companies? Do you think it would be fun to work with a VC fund? Are you interested in the ins and outs of raising venture capital and the process venture firms use to find great companies? If so, CED has a great opportunity for you.

For more than 30 years, CED (Council for Entrepreneurial Development) has supported North Carolina entrepreneurial companies. CED's mission is "*To connect entrepreneurial companies with high-value resources to accelerate business growth*". CED's Connections to Capital service facilitates connections between investors and high potential businesses. We help build relationships between investors looking for great companies and companies looking for value-added investors.

CED is now poised to strengthen its Connections to Capital service by adding a second full-time person to the team. This new role will learn from and analyze the processes and procedures we have in place and look for ways to make the process more scalable and to streamline, track and report out the results. This role is partially funded by a community grant from NCIDEA- a private foundation with a mission to maximize the economic potential of the people of North Carolina by supporting the formation and fruition of high-growth entrepreneurial endeavors in the state.

The Manager - Connections to Capital will report to the Director of Entrepreneurship. This person will develop direct connections with hundreds of entrepreneurs from across North Carolina and foster direct relationships with hundreds of Venture Capital firms that invest in these companies. He/she needs to become the "go-to" expert for both parties. More specifically, he/she will:

- Assess the capital requirements of these companies, and help coach or connect them to resources that can help them to be more investable
- Build strong working relationships with hundreds of Venture Capital firms, understand their key criteria for making investments
- Make curated "warm introductions" between companies seeking capital and investors seeking new companies
- Help track the funding across the state ([see Innovators report](#))
- Keep track of company milestones via our robust dataset



- Track connections and be able to report key performance indicators
- Help increase awareness and usage of the service both in the community, with CED partners and with investors in other parts of the country.

#### What you need to bring

- A service - first mentality
- An entrepreneurial curiosity
- An analytical mind
- Attention to detail and a strong financial acumen
- Superior oral and written communication skills
- Outstanding skills with technology (specifically: Salesforce.com, Excel, web forms, PowerPoint)

#### What we offer

- A collegial and collaborative working environment
- Direct access to our network- the largest and most powerful entrepreneurial connections system in the US
- Be a key contributor to an organization possessing unparalleled industry “know-how” and “know who”
- Support from our partners
- Full benefits package including - full medical, dental and vision benefits, matching Simple IRA, paid time off, and competitive pay

If you are entrepreneurially curious. If you have a passion for Venture Capital. If you are excited to collaborate with founders and entrepreneurs of innovative companies. If you are a natural connector and take great joy in bringing people together that result in successful business relationships, then see how to apply below.

#### How to apply:

Send cover letter and resume to Vicki Schebell ([vschebell@cednc.org](mailto:vschebell@cednc.org))