



Partnerships

Department Description

The Partnerships Department is the biggest source of **START Global's financial means**. Our partners are an asset for the entire organization in terms of knowledge, network and expertise. We strive for partnerships with benefits for both parties, and you will be in charge of acquiring, developing and managing those partnerships.

You will work with and gain insight into numerous companies from the DACH region such as **Microsoft, Accenture, dieMobiliar, IKEA, SBB** and many more.

As a member of our flatly-organized team you will get to take on responsibilities from the get go and improve your soft skills in a professional environment.

Your Profile

- You are proactive with an open-minded, extroverted & self-confident **personality**
- You like to take on **responsibility** and realize your own **ideas**
- You are proactive and **take ownership**
- You have **interpersonal skills** and the ability to inspire people

Your Benefits

- Collaborate with influential people from various industries and **build your network**
- Master important **communication skills** that will boost you throughout your career
- Gain a deep knowledge about sales processes and **negotiations** via professional trainings
- Enjoy the **Work Hard-Play Hard** culture of the Partnerships Department!

If you are interested and have any questions, please contact:



Dennis Schmid
Managing Director | Partnerships
dennis.schmid@startglobal.org



Positions

Sponsoring

You will be **managing** all of the **sponsors** for START Global's projects.

- You will be responsible for all the steps to conclude and maintain a successful sponsoring partnership with sponsors like **RedBull, Rothschild** or **Schützengarten**.
- You will get to work independently and be creative in what you want to achieve
- You will negotiate sponsoring deals worth **5-figure amounts**

Corporate Partnerships

You will promote our initiative to companies in various industries and **inspire executives** to participate.

- You will manage corporate partners like **Google, SuperCell or Microsoft** and are in charge of maintaining a successful longterm partnership.
- Your responsibilities will involve **all communication** from the first step and detailed organization of the partners' involvement in our project

Investor Partnerships

You will be responsible for contacting, pitching to, and managing Europe's best Investors.

- Dive deep into the startup & **VC ecosystem** to see which investors are hot
- Manage **Partnerships** with firms like **Sequoia**, Index Ventures, Picus Capital or Cherry Ventures
- **Handle our Investor Partner** and their formats (such as the Investor Reception or Workshops) on-site

Institutional Partnerships

You will bring together the Swiss Entrepreneurial Ecosystem with our Switzerland Area.

- You will promote our initiative to the **highest levels of government** and state-run institutions.
- You will be a **key player** in shaping this new strategic initiative of START

If you are interested and have any questions, please contact:



Dennis Schmid
Managing Director | Partnerships
dennis.schmid@startglobal.org