

Director of Entrepreneurs' Success, Tech Nation

Do you believe that the UK should be the best place to imagine, start & grow a digital business?

We do!

That's our vision here at Tech Nation, and we're looking for a Director of Entrepreneur Success to join the team to help us in our mission to empower ambitious tech entrepreneurs.

THE ROLE

Champion of the ambitious tech entrepreneur; the Director of Entrepreneur Success will inspire the next generation of UK-based tech entrepreneurs to raise their game through knowledge, skills, resources and connections.

YOU

We're looking for a mission drive, first principle thinker to join the Exec team and lead our efforts in enabling entrepreneurs through our business lifecycle programmes and community engagement activity. You'll share our values of collaboration, positive impact and originality and our belief that by harnessing the power of digital entrepreneurs we will secure a prosperous and open society tomorrow.

Role:

- Develop, drive and optimise the adoption of market-leading value propositions for entrepreneurs at all stages of company growth and ensure entrepreneurs success is at the heart of the team's role and purpose
- Build a strong and credible network of digital entrepreneurs across the UK, who will learn from each other and grow by building a strong network of relationships with advocates, institutions, universities, accelerators, investors and entrepreneurs, strengthening Tech Nation's overall value proposition.
- Inspire the next generation of UK-based tech entrepreneurs to raise their game through knowledge, resources, tools and content

Primary KPIs:

- Number of companies engaged in our programmes
- Programme Net Promoter Score (NPS)
- Quality of companies and their overall success
- Overall entrepreneur/company experience NPS
- Diversity metrics
- Engagement metrics



THE UK NETWORK FOR
AMBITIOUS TECH ENTREPRENEURS

Responsibilities:

- Build a network of digital entrepreneurs and companies at different stages across the UK by sector, stage and geography - the details of which will be used for profile insights, profile referencing, roundtables, surveys, data gathering and media opportunities.
- Build a team to focus on the entrepreneur experience at all stages of their company growth
- Grow the Tech Nation brand through entrepreneur focused programs
- Create the implementation strategy for scaling existing growth programs to be truly nationwide, as the company grows
- Work on cross functional initiatives with marketing, operations and commercial team to develop market-leading propositions based on entrepreneurs needs
- Evangelise Tech Nation Growth programs to the UK-wide tech community
- Work with marketing and commercial to support launches of programs, tours and campaigns
- Partner with community-focused companies to deliver engaging digital ecosystem content for our blogs, video, social media and other distribution channels.
- Communicate Tech Nation approved messaging at industry events, representing the vision and mission of Tech Nation at entrepreneurs forums, meetups and conferences
- Build a network of advocates for Tech Nation, who can amplify our message and help fellow entrepreneurs with sign-posting of useful resources, tools and information

Attributes:

- Excellent relationship building and account management development skills
- Strong business acumen, capable of building industry value through partnerships
- Strong communication skills, including media briefings, speaking engagements & partner selling activity
- Excellent program & proposition development experience

Reporting line: Chief Executive

Start Date: April 2018 onwards

Location: flexible, UK based

Full-time

Application process: please send a covering letter, a resume and/or links to your LinkedIn Profile and any other relevant web handles to hannah@founderskeepers.co