

WHY US

Working for 43North is an experience like no other. Each year, we invest \$5 million in companies that relocate to Buffalo through our startup competition. We are on a mission to boost Buffalo's startup ecosphere by helping our founders, and their teams thrive. We push boundaries, thrive on creativity, and are driven to succeed. If you like a fast-paced atmosphere where you will be pushed to grow, learn and develop your skill set, 43North might be the place for you!

WHAT YOU'LL DO

As 43North's Manager of Investor Relations and Partnerships, you'll play an integral role in representing 43North throughout the investor and venture capital space. As a networker and connector by nature, you'll leverage your own rolodex of relationships and nurture new ones to build on 43North's existing investor network. Spending time on the road, you'll support the wider 43North portfolio and selection team as you take meetings with investors and founder prospects across the country to capture referrals, nurture leads and drive overall awareness of 43North. You'll be a go-to resource and liaison for our portfolio company founders seeking introductions and connections, especially as they seek support during fundraising.

Specific responsibilities include but not limited to:

- Managing investor relations and accelerator partnerships to build out the existing 43North investor network, and drive referrals to 43North's startup competition
- Developing and executing a strategic plan for outreach and nurture campaigns to attract high potential, high impact start-ups
- Own major end-to-end processes and events such as 43North Demo Day and Startup Showcase, as well as 43North presence at partner and third-party conferences across the year
- Fostering organizational relationships with current and potential investors through frequent, consistent outreach campaigns via phone, email, text, and social media
- Working closely with Manager of Selection to prospect and recruit top quality applicants to 43North's startup competition
- Researching, sourcing and qualifying potential investor, founder and partner leads, and managing an outreach program
- Develop relationships with and a deep understanding of 43North portfolio companies and serve as liaison to promote with 43North investor and corporate partners
- Stay well informed of best practices and trends relative to venture capital, startups, funding, and investment market

WHAT YOU'LL NEED:

- Experience working with private equity or venture capital investments
- Experience working with Pitchbook, Copper and/or other CRMs to manage workflow and leads
- An engaging spirit with the desire to meet new people, build and maintain a network and own the room
- Ability and desire to work collaboratively with 43North team members and integrate across departments to achieve common goals
- Deep understanding of the business relationship development funnel and dynamics
- Eagerness to live and work locally in Buffalo, NY.
- Superior communication skills, both written and verbal
- Strong organizational and analytical skills
- Ability to excel in a fast-paced work environment
- Willingness and desire to travel for meetings with founders and investors

WHAT WE OFFER:

- A chance to contribute to building Buffalo's entrepreneurial ecosystem
- Casual work environment in Buffalo's tech hub at Seneca One Tower
- Benefits: medical, dental, vision
- 401(k) with employer match
- Unlimited PTO
- Paid parking

HOW TO APPLY:

Please email Carly at Carly@43north.org and include a copy of your resume and a couple of sentences on why you want to be a part of the 43North mission.

43North is committed to the principle of equal employment opportunity. Applicants for employment and employees are reviewed on their individual qualifications for a position. Under no circumstances will 43North discriminate against qualified persons on the basis of race, color, religious creed, retaliation, national origin, ancestry, sexual orientation, gender, gender identity/expression, disability, mental illness, genetics, choice of health insurance, marital status, age, veteran status, or any other basis prohibited under applicable law.