



Innovation Partnership Manager

The Hive

[The Hive \(www.hivedata.com\)](http://www.hivedata.com) is a **fund and co-creation studio** based in Palo Alto, CA to co-create startups focused on **AI** based applications in the enterprise. The Hive works actively with founders to help create, fund and launch data-driven startups. The Hive team consists of successful company-builders, serial entrepreneurs and investors who have created market-leading companies with several billion dollars in exits. The Hive invests in early stages of a startup and the typical investment size is \$2M-\$3M. Areas of focus include: Conversational Agents for Business, AI driven Enterprise Automation, IoT, Security, and Ambient Commerce. Key vertical segments are: Industrials, Financial Services, Retail, Health, and Insurance.

Role

The Hive is looking for an innovation partnership manager who will be responsible for building and managing a partnership ecosystem for The Hive. They will also be responsible for The Hive Think Tank – a thought leadership forum focused on AI.

Following will be the responsibilities for the position:

- Partnership & Ecosystem
 - Entrepreneurs – Build and nurture relationships between The Hive and entrepreneurs who can be founders or employees of early stage startups of The Hive.
 - Universities – Build and deepen relationship with university professors and students at Stanford, UC Berkeley, CMU etc. to co-create startups together and recruit employees for startups.
 - Corporations – Help develop and maintain the relationship with The Hive’s corporate partners.
 - Incubators – Manage relationships with incubators and accelerators and track their startups to provide deal flow.

- The Hive Think Tank
 - Host and curate [The Hive Think Tank](#) events - Develop events for The Hive Think Tank. Engage and recruit thought leaders to speak



at The Hive. Develop and manage corporate sponsorships for The Hive Think Tank.

- Build and maintain relationships with AI and industry thought leaders
- Web and social media – Create awareness and buzz for The Hive leveraging the web, social media and PR.

Requirements

The person in this position has to be outgoing, dynamic and people oriented. They will be responsible for creating energy and excitement in the ecosystem around The Hive.

They will need to have strong operational and execution skills for projects and maintaining relationships with The Hive ecosystem and The Hive Think Tank.

The person in this position must have a **deep interest in AI** and the latest technology trends driving the transformation of our lives, the way we engage and business.

Other requirements for the position include:

- Inclination to build relationships and networks
- Proactive, self-motivated, goal-oriented approach
- Detail oriented working style
- Resourceful and tenacious
- Very good communication skills

This position is designed for ambitious individuals who are interested in growing their career in partnerships and marketing. You will gain significant experience in entrepreneurship and with the process of creating start-ups.

Why join us?

- You will receive industry recognition for the success of The Hive ecosystem and The Hive Think Tank overall
- You will work with exciting entrepreneurs, startups and venture capitalists
- Opportunity to interact with people on the cutting edge of AI
- Working environment in which your contribution will make the difference



How do I find out more?

Please contact us at jobs@hivedata.com.