



Industrial IoT Entrepreneur in Residence (EIR)

The Hive (www.hivedata.com) is a venture fund, with a **co-creation studio** based in Palo Alto, CA that launches **AI and Data** driven startups. The Hive brings a unique model that unites a team of experienced venture capitalists, successful company-builders, and serial entrepreneurs. Our team has created market-leading companies with several billion dollars in exits. We are very thematic, investing in or creating companies that apply AI and large scale data technologies to transform giant industries. The Hive's strong network, operational experience and technical skillset provide differentiated value to entrepreneurs.

We are seeking an Entrepreneur in Residence in the industrial Internet of Things (IoT) space to join our team on a full-time basis. We are looking for a highly organized, detail oriented, and hardworking thought leader to create new disruptive IoT driven products. The Hive has deep experience in the industrial segment (investments include Nurego, Foghorn, Sensify Security, Flutura, Altizon) and close relationships with a wide variety of industrial vendors (GE, Rockwell Automation, ABB, Siemens, Bosch, Honeywell, Hitachi, etc.).

The EIR position is for four months and is an opportunity to launch a startup funded and launched by The Hive.

You must be responsive, flexible and able to succeed within a fast-paced, collaborative environment. You will work closely with other internal team members. In this role, you will:

- Identify whitespaces in industrial (manufacturing, energy, transportation etc.) and commercial (smart-city, smart-buildings etc.) IoT ripe for disruption through applications of cutting edge AI, computer vision, AR/VR and blockchain
- Perform market research, external validation, brainstorming with industry leaders
- Drive quick proofs-of-concept that establish market demand & product-market fit
- Rapidly iterate through versions of the product concept, in order to establish a feasible product vision and a product roadmap
- Lead the project as an industry domain expert and business leader to develop a strong ecosystem of partners, distributors and service providers for the venture
- Work with other team members to develop detailed product specifications, roadmap milestones and marketing plans for the launch of the venture

Qualifications:

- Deep domain expertise in one or more industrial sectors (manufacturing, energy et al) on aspects of business & commercialization, process management, services and/or technology
- Experience leading technology-driven products from concept to production
- Experience handling multiple competing priorities in a fast-paced environment
- Experience collaborating with the business ecosystem (operators, manufacturers, service providers and system integrators) in industrial sectors
- Educational background in management and technology
- 10+ years of experience, including a proven track record managing new product development, product launches and data-driven product marketing
- Experience with modern trends of IoT-led digitalization of industrial sectors including autonomous process management, predictive (data-driven) operations and automated industrial service delivery.

Contact jobs@hivedata.com