



Position Title: Managing Director: Capital & Development, Octane Enterprise Solutions (OES)

Time Requirement: Full-Time

Location: Aliso Viejo, CA

Octane is the convening organization of the Southern California technology and medical technology business ecosystem. We connect people, resources and capital. Octane will help create 55,000+ high paying technology jobs in Southern California by 2030 through our Signature Events, the LaunchPad accelerator, and through our Octane Enterprise Solutions (OES) business. In addition, Octane hosts dozens of programs throughout the year and has direct access to capital and partners in California, the US, and overseas.

The **Managing Director, Capital & Development of OES** is primarily responsible for providing the leadership to promote connections in the Octane/OES Network that lead to revenue for OES as a result of helping our clients succeed.

Essential functions include:

- Provide the leadership and process management for companies to effectively connect with appropriate sources of investment capital
- Create or use a defined, systematic referral system for connecting OES Client Companies with private investors, family offices, venture capital firms, strategic investors, and others.
- Create Customized Engagement Plans for each Client Company to address their particular needs and goals
- Assess the most likely sources of development resources for Client Companies and assist them with introductions and preparation for meetings
- Work with marketing and other areas of Octane to create strategies that will ensure the success of Client Companies
- Work with other OES staff to ensure Client Companies are connected to services they need to grow that are provided by our Octane Preferred Advisors (OPAs)

In addition, the Managing Director, OES, as part of the Octane team, will assist with Octane Programs, Signature Events, LaunchPad panels, Partnerships and other Octane activities as assigned from time to time.

Knowledge, Skill and Experience:

Minimum Education (or substitute experience) required:

- Bachelor's Degree (BA/BS)

Minimum Experience required:

- 7 years business experience in a role focused on professional relationship development
- Existing network of investors, entrepreneurs and service providers preferred
- Ability to integrate with Clients and the broad ecosystem of Octane connections seamlessly
- Proven track record of revenue production

Skills Required:

- Understanding of capital markets and investing
- Ability to leverage Marketing resources
- Business acumen at a high level
- Ability to learn and use Salesforce and HubSpot
- Ability to manage other professionals in the future
- Relationship builder - highly professional and engaging
- Ability to travel within Southern California region - 10%

To Apply:

Please send a cover letter and resume to Paul Tobin, OES President, at paul.tobin@octaneoc.org.

About Octane:

More information is available online at www.octaneoc.org.