



Position Title: Director, Octane LaunchPad Accelerator, powered by SBDC
Position Type: Contract
Time Requirement: Full-Time
Location: Newport Beach, CA

Join us at Octane, where we lead a vibrant innovation community, accelerating access to capital, resources, and solutions. Our comprehensive platform empowers tech and medtech entrepreneurs, investors, industry executives, physicians, and strategic advisors to collaborate and propel their ventures and innovations forward.

Since 2010, Octane's LaunchPad Accelerator has worked with 1,964 companies to secure \$8.3 billion in funding, including an impressive \$973 million in 2023 alone, leading to the creation of 33,421 high-paying jobs. Orange County has cemented its position as the premier medtech hub in the nation, with industry projections indicating a surge in venture capital investments and substantial M&A activities in the next five years, signaling a promising future for the companies we assist.

Octane's LaunchPad Accelerator is one of the country's leading accelerators for tech and medtech startups! Our approach is distinctive, providing advice, external subject matter expertise, thorough business model analysis, evaluation of investor presentations, and advanced predictive analytics. These elements work synergistically to empower portfolio client companies in their quest to secure vital investment capital.

We are seeking a dynamic and visionary Director to lead our award-winning innovation accelerator program. As the Director, you will play a pivotal role in driving forward the success of our program, contributing to the growth and prosperity of the companies we serve and further solidifying Orange County's position as a global innovation hub while supporting Octane's vision.

LaunchPad SBDC is part of the Small Business Development Center (SBDC) national network and is supported by the US Small Business Administration and the California Governor's Office for Small Business. The Director has the primary responsibility for leading and managing the LaunchPad SBDC Accelerator program at Octane.

Essential Functions

- Recruiting, performing diligence, and tracking startup tech and medtech companies located in Orange County and the Inland Empire.
- Leading and managing the LaunchPad deal flow process from application to graduation, including generating new clients and assuring a good experience throughout the process.
- Leading and managing the LaunchPad panels process, including identifying and recruiting outside advisors and the predictive analytics process and reports.

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Learn more at octaneoc.org



- Managing the tracking and reporting on the progress of LaunchPad companies in acquiring investment capital and achieving other SBDC required metrics.
- Being accountable for the LaunchPad budget and all financial reporting required by the LaunchPad SBDC contracts.
- Supporting and managing the relationships with the providers of LaunchPad SBDC contracts including maintaining strong relationships with the Orange County/Inland Empire Regional office, its personnel, and other OCIE Directors.
- Maintaining, analyzing and publishing data that will increase the overall success and impact of the LaunchPad program and advance the mission of Octane.
- Performing related duties and responsibilities as required.
- Ensuring the LaunchPad SBDC program runs in accordance with the SBDC guidelines and establish a close working partnership with the SBDC.

Knowledge and Experience

Required Qualifications:

- Bachelor's degree from an accredited institution in an appropriate area of specialization and a minimum of 5 years of experience in general business and small business development.
- A track record that demonstrates the ability to source, evaluate and advise entrepreneurs and early-stage businesses.
- Prior experience with the investment industry including equity and angel investment, debt financing, and other forms of financial support for startup and early-stage technology companies.
- Understanding of and experience in the equity financing process, including all stages of the evaluation process and valuation methods, particularly in the pre-revenue stages.
- Ability to interact comfortably and productively with LaunchPad SBDC clients and the broad ecosystem of Octane partners and relationships.
- Understanding of the Orange County innovation ecosystem.
- A passion for technology and startups, an entrepreneurial mindset, and a desire to learn.
- Ability to travel 20% of the time.

Preferred Qualifications:

- Master's Degree in Business Administration or related field plus at least five years management experience; or Bachelor's Degree with 10 years of business or management experience.
- Existing network of investors, entrepreneurs and strategic advisors (strongly preferred).
- Entrepreneurial experience, either through business ownership and/or startup company consulting.
- Experience directing and managing a multi-faceted organization and related constituencies.



Skills Required

- Ability to lead and motivate a team
- Team player, able to work effectively with others
- Pro-active, self-starter with an ability to independently handle multiple tasks
- Strong stakeholder management skills; ability to communicate confidently and clearly
- Comfortable with a fast-paced environment
- Comfortable managing ambiguity
- Has a presence and the gravitas to command the respect of entrepreneurs and investors.
- Passion around innovation and investment

Equal Employment Opportunity

At Octane, we value bringing together individuals from diverse backgrounds. As an equal opportunity employer, we do not discriminate on the basis of race, color, religion, national origin, age, sex, physical or mental disability, medical condition, genetic information gender identity or expression, sexual orientation, marital status, protected veteran status, or any other legally protected characteristic.

Contact

Please send your cover letter and resume to:
Andree Jacques, Director of Operations, Octane at andree@octaneoc.org

To learn more about Octane, visit <https://octaneoc.org/>.
To view Octane's Annual Impact Report, visit <https://octaneoc.org/#impact>.

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