

## JOB DESCRIPTION:

# Managing Director, Life Sciences & Healthcare



Springboard is seeking a *Managing Director, Life Sciences & Healthcare* with industry experience who will be responsible for the successful leadership, management, and expansion of Springboard programs that support women-led life science and healthcare companies. In this position, you will take ownership of our established *Health Innovation Hub*, implement the programs (with support from the team), develop a vision for program expansion, develop direct and personal relationships with industry contacts, and report updates directly to our President. This position offers significant opportunities to establish a leadership presence in the market and develop meaningful relationships with experienced entrepreneurial talent, industry advisors, and investors. The role is not for those who prefer to operate within a structured environment.

## HOW TO APPLY

Email [hr@sb.co](mailto:hr@sb.co). Candidates may be based in DC, NYC, Boston, or San Francisco. **Candidates will not be considered without a cover letter and a written response to address your interest in Springboard.** We are seeking candidates who are thoughtful about their application and can articulate the value they will add and why this role is a fit with their professional goals.

## DUTIES & RESPONSIBILITIES

### *Vision and Leadership*

- Develop a vision and operational plan to guide Springboard's programs in this industry, designed to have a meaningful impact on the growth of women-led companies in this space. Success in this role will require building on an established and successful 10-year program while ensuring it evolves with the market.
- Act as a spokesperson for the organization and represent the organization at community activities to enhance the organization's community profile
- Develop a fundraising plan and secure the funding to produce the program

### *Relationships*

- Secure in-kind venues and source other in-kind resources as needed (e.g. media, press, printing)
- Recruit and maintain relationships with the industry talent involved in the program (including Springboard Alumnae, Life Science Council and other experts)
- Recruit entrepreneur candidates for accelerator programs and manage the selection of participating companies
- Drive engagement of Life Science Alumnae within Springboard's online community and act as the key point of contact
- Debrief selected companies, sponsors, and other key stakeholders post-program and produce a final report

### *Program Execution*

- Oversee the planning, implementation and evaluation of the organization's programs and services in this industry
- Develop the program budget, manage expenses, and develop program timeline
- Develop program materials with support from team
- Create and manage program-related webpages
- Maintain and update database with contact information and expertise for participating entrepreneurs and experts

## QUALIFICATIONS

- 5+ years biotech/pharma or healthcare industry experience within a big company or a startup (preferred) or in executive recruiting, investing, or strategic consulting
- Springboard is pro-entrepreneur and seeks someone who can embody Springboard's positioning in the market as a "Switzerland" by exhibiting a relational, not transactional, approach to working with others
- Creative problem-solving abilities
- Ability to work under pressure and multi-task
- Ability to work with individuals across many geographies and personality types
- Experience with or willingness to learn file-sharing, email marketing, design, database, and project management tools

## COMPENSATION

\$80,000-\$100,000 annually depending on the level of industry expertise and program management experience.



## ABOUT SPRINGBOARD ENTERPRISES

Springboard's mission is to accelerate the growth of entrepreneurial companies led by women through access to essential resources and a global community of experts. It is the leading network of influencers, investors and innovators dedicated to building high-growth companies led by women who are transforming industries in technology and life science.

The measure of our success is in the results. Since 2000, 769 Springboard portfolio companies seeking investment of financial and human capital for product development and expansion have raised \$9.5 Billion, created tens of thousands new jobs and generated billions in annual revenues. With 190 exits to strategic acquirers and 19 IPOs, Springboard entrepreneurs are transforming industries.



## SPRINGBOARD'S IMPACT

- ◇ 769 women-led businesses have participated in Springboard's 50 venture accelerator programs since 2000.
- ◇ Thousands of women entrepreneurs have attended Springboard Workshops, Seminars, and Dolphin Tanks.
- ◇ Springboard portfolio companies have raised \$9.5B in equity, grants and strategic investments.
- ◇ 19 Springboard companies listed on public exchange since July 2004 and 190 were acquired or have merged.
- ◇ 81% of Springboard companies continue to grow independently or as part of a merged company.
- ◇ Springboard operational companies have created tens of thousands of new jobs and generate several billion in revenues.
- ◇ Springboard casts a wide net. Our companies are based in 39 States and on 6 continents.
- ◇ Springboard's portfolio is global: 113 companies are based outside the US, including more than 15 in Israel and 70 in Australia.
- ◇ 6,000+ women entrepreneurs in the software, technology, media, consumer and business products, and life science and healthcare industries have applied to participate in Springboard accelerator programs and workshops.
- ◇ 5,000+ investors, service providers, and business development professionals have actively participated in Springboard programs as recruiters, reviewers and coaches.
- ◇ Springboard has received national acclaim in major print and online media outlets, including The Wall Street Journal, The New York Times, US News & World Report, CBS This Morning, Inc., Entrepreneur, San Jose Mercury News, FORTUNE, The Washington Post, NPR, Forbes, Fast Company, Enterprising Women, Crain's, BBC, Business Week, Sydney Morning Herald, The Australian, and The White House Blog.

## ABOUT THE HEALTH INNOVATION HUB



Springboard's *Health Innovation Hub* is an annual series of programs that engages a global network of innovators, investors, corporate executives, and domain experts to connect and work with the most talented entrepreneurs. The

goal is to advance opportunities across the life sciences and healthcare sector, provide entrepreneurs with actionable insights from knowledgeable people, and accelerate access to decision-makers, partners, investors, customers, and advisors.