

JOB POSTING

Entrepreneur-in-Training (EIT)

ROLE: the Entrepreneur-in-Training works with a team to launch and incubate startup companies at Colorado State University (CSU) through the Lab to Life (L2L) venture studio program, in Technology Transfer at CSU STRATA. This position reports to the Director, Venture Creation, working with the “Entrepreneurs-in-Residence” (EIR) staff and Principal Investigators (PI) on various startup-related tasks. The EIT group maximizes the value and impact of CSU’s research discoveries and innovations for financial and societal impact.

NOTE: The timeframe for this position is one-year. The expectation for work is 5-10 hours per week during the school year and up to 30 hours per week in summer. Hours and location are generally flexible, with some work/meetings remote/online and some in person..

ESSENTIAL JOB FUNCTIONS:

Sales and Marketing tasks: At the direction of the EIR and management teams, the EITs will contribute to research, marketing content, pitch decks, financials, fact-finding, and marketing collateral creations to enhance the professionalism of several startups and the L2L Program. Duties will include calling customer prospects, visiting customer sites, evaluating product-market fit, pricing and fits/gaps, evaluating competition, and reporting findings back to the EIR team to evaluate.

Investment preparation: Research competitors, analogous companies, financials, market sizes, etc. to assist the business development team to create highly customized marketing collateral, fundraising documents, reports, and visuals.

Financials: Conduct market research for financial models, build financial spreadsheets and present to EIR teams. Top EIR’s may present financials to PI’s and investors.

General Responsibilities: Perform other duties as assigned as necessary to meet and advance CSU STRATA’s venture studio objectives. Work in a timely manner with the Director and L2L leadership team to deliver professional results. Prioritize time and tasks according to needs and budgets.

KNOWLEDGE/SKILLS/ABILITIES:

Education:

Required: Bachelor’s Degree in process in Business, Management, Marketing, or a related field. Top performing student with high GPA and strong recommendations.

Strongly Preferred: Exceptional oral and written skills. Demonstrated passion for business development, startups, IP Commercialization. Spreadsheet and financial skills, understanding balance sheets, cashflow statements,

Current startup portfolio at Lab to Life:

<https://www.curablecomposites.com/>

<https://www.xlsor.com/>

<https://www.fluentrenewables.com/>

Quandary Diagnostics – VetMed startup in process

Salary Range: \$18.00 - \$20.00/hour depending on qualifications

Job Type: Part-Time 5-29 hours per week

Reports To: Director, Venture Creation

Location: 2537 Research Blvd, Suite 200 Fort Collins, CO 80526

Remote Work: up to 80%

Benefits: Sick Leave at the rate of 1 hours/30 hours worked.

To apply: go to <https://csustrata.org/careers/>

For full consideration submit application materials by 5/1/2023. Screening will begin immediately.

CSU STRATA provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Note: This position is an at-will position in accordance with the laws of the state of Colorado and the United States federal government. This job description is not a complete statement of all duties and responsibilities comprising this position.