

Managing Director at AustrianStartups

About AustrianStartups

AustrianStartups is the largest, independent and community-driven startup association of Austria with the aim to empower innovative entrepreneurship and startups. The non-profit organization acts as first-stop-shop and community hub for everyone interested or involved in the Austrian startup ecosystem. Furthermore, it acts as a multiplier for startups, ecosystem stakeholders, and community initiatives, as well as a common voice towards the public, media and politics.

Our Future

After 3 years of serving the startup community with a great team of dedicated volunteers, we now want to further grow as an organization. We want adapt to the fast-paced changes in the Austrian startup community, to keep serving it the best possible way. Every change needs “agents of change” and someone driving that change. Maybe that someone is you?

Your Profile

Ideally, you are a self-directed, highly driven, result-oriented, fast-learning individual who is passionate about (and in the best case deeply rooted in) the startup community. You have a “can-do-it” and “roll-up-your-sleeves” attitude and at the same time you think strategically first and aim for sound judgement, before jumping into operative tasks. You are a solid generalist, are not shy to be on stage or be present in the media. You are generally good with people and value the importance of trust-based, strong professional relationships.

Our Pitch to You

- Getting the chance for a rewarding experience of profoundly transforming a growing organization and creating lasting impact in Austria’s path to an innovation-driven economy
- Being in the epicenter of the Austrian startup & entrepreneurship community

- Building strong and sustainable relationships with a wide range of entrepreneurs, investors, media representatives and government officials
- Being involved in EU-level discussions and initiatives about ecosystem improvements for startups, together with partner organizations in other European countries and high-level EU decision makers
- Remuneration: 2.100 gross, full time, (*Überzahlung ist je nach Qualifikation und Erfahrung möglich*)

The Challenges

- Bringing a volunteer-based non-profit organization that started as a grass-roots initiative to the next level in its organizational life-cycle
- Together with the board, creating the foundation and structure for an organizational transformation to suit the association's new vision
- Building up the team best suited to meet the organization's new demands
- Further professionalizing AustrianStartups, extending its service offering and increasing its impact in the community
- Managing and growing the network of stakeholders, members, partners, supporters, financial contributors, team members, initiatives and projects
- Helping to shape the future of Austria's startup & innovation ecosystem

Your Responsibilities

- Directly Reporting to AustrianStartups' board, of which you'll be part of
- Making sure the organization meets its goals, including its transition milestones
- Strategic coordination in cooperation and regular communication with the board and the advisory board

- Managing and growing a team of 30+ volunteers & local representatives
- Financial planning, forecasting and reporting
- Planning and being responsible for the implementation of various technical and non-technical projects, initiatives and value propositions (including topical research and the formulation of formal proposals)
- Being in regular exchange with stakeholders from the media landscape, the political class and most importantly the startup community
- Finding and onboarding new financial and in-kind partners

Your Skills

- Excellent communication and listening skills
- Structured working style with strong analytical and problem-solving skills
- Solid presentation and public speaking skills
- A well-formed ability to build trust, relationships & a meaningful network

- Basic product management and project management skills
- Understanding and formulating requirements for web development and the implementation of technical solutions
- Digital native with social media proficiency
- Business fluent in German and English
- Good leadership skills

Your Experience

- Professional experience within the Austrian startup ecosystem
- Track-record in successfully managing a team
- Ideally worked in a startup or (co-)founded one
- Business Development or Sales experience of advantage
- Experience with designing & conducting studies or experiments, evaluating data, planning & executing research of advantage
- Working experience in a non-profit or volunteer-based organization or project is beneficial

Interested?

Great! Send us an Email (vienna@austrianstartups.com) with your LinkedIn profile and either pitch deck or an elevator pitch video, describing yourself and your vision for AustrianStartups.