



### Position Title: BrokerTech Ventures Managing Director

Reports to BrokerTech Ventures COO, and works closely with BTV's Co-CEOs and the BTV Accelerator Executive Director.

### Position Responsibilities:

BrokerTech Ventures (BTV), the first program specifically designed for investors and innovators building the next generation of technology solutions for insurance agencies and brokerages, is seeking qualified candidates for the position of BTV Managing Director.

We are seeking a Managing Director who can set and execute on the strategic direction to help advance innovation within the broker technology industry. The position is a salaried position, and the individual hired will be responsible for successful leadership and ownership across our five distinct towers (Early-Stage Investments, Innovation, Capital, Media & Communications, and Accelerator) along with managing BTV partners. Additionally, the BTV Managing Director will:

- Work with our operations teams and global programs to ensure successful delivery of our offerings along with continued growth.
- Actively guide critical decisions, strategy, tactics, and manage our partners.
- Work with the Accelerator Executive Director to execute the well-known playbook and deliver the best possible experience for all partners involved in the program.
- Report directly to the COO and be responsible for building a key innovation ecosystem that will shape the future of insurance.

Specifically, this position is tasked with:

- Responsible for the day-to-day operations of BTV, including collaborating with the BTV Co-CEOs on governance practices.
- Develop and execute a BTV long-term strategy, engaging partners and other COIs to help inform future direction.
- Manage the relationship with corporate Owners and Partners along with other key relationships in conjunction with the BTV COO.
- Develop growth strategies and opportunities to help expand and evolve BTV's offerings and value proposition.
- Formalize processes around evaluating early-stage investment opportunities that include establishing a committee, criteria, standard information requirements, and investment approval.
- Lead BTV investment committee meetings to review investment opportunities and make investment decisions about where to deploy capital in early-stage investments.
- Lead investment efforts related to accelerator cohorts and early-stage investments such as SAFE conversion, valuation marks, accounting, and tracking investment performance.



- Plan for and manage the BTV annual budget, working alongside our accounting firm to monitor and report on our financials.
- Work alongside the BTV COO and Co-CEOs to align on strategic efforts, prioritization, and all other duties as assigned by the COO.
- Lead and coordinate Partner and Owner meetings to review business plans and refine future initiatives accordingly.
- Partner with the COO to successfully launch and manage key national broker technology events, and international programs.

### Position Requirements:

The person hired for this position will have:

- A passion for startups, entrepreneurs, and technology ("founder first" mentality).
- Outstanding communication (written and verbal) and logistics skills.
- An understanding of budget development, structure, and fiscal reporting.
- 5+ years of a mix of leadership, project management, and investment strategy experience.
- An understanding of mentor/mentee structures and relationships.

The role also requires autonomous thinking and action. So, the individual hired should require little-to-no supervision to execute the BTV Board of Directors (Owners) vision. The individual must also be able and willing to travel.

The BTV Managing Director is a full-time position preferably located in Des Moines, Iowa.

### Nice to have:

While not required, it would be beneficial for the person hired for this position to have:

- Networks within insurance, technology, startup, and/or equity communities.
- The following background/experience is a plus:
  - a) Experience and understanding of the venture capital industry (angel to Series A financing).
  - b) Ability to broadly comprehend and assess technology solutions.
  - c) Understanding and/or experience in the insurance industry.

### How to apply

If interested, please email the following to [jobs@brokertechventures.com](mailto:jobs@brokertechventures.com):

- Cover letter (tell us why you are a fit for this role; show us your passion for innovation and startups)
- Resume (your LinkedIn profile is a suitable substitute)
- Three professional references (please provide phone and email)

All applications and inquiries will be kept confidential.