

Description

Advntur is a peer-to-peer marketplace for sports equipment. By leveraging the sharing economy, Advntur connects travelers with locals, allowing them to stay active while on the road and do what they love.

Today, hosts earn money renting their equipment and sharing their knowledge with visitors to Southern California. Tomorrow, we will expand to new locations and offer lodging options, giving visitors everything they need under one roof.

Advntur seeks an energetic leader with a history of experience and a passion for inspiring teams. We need a pragmatic, financially grounded entrepreneur—someone with the flexibility to balance the shifting demands of a startup and the perseverance to weather any storm.

This person will lead a team of three full-time and four part-time employees. The CEO reports to the board of directors. Advntur is based in San Diego and seeks local candidates; however, consideration will be given to those in other locations with exemplary histories and references. The primary responsibility of the CEO is to manage the team to ensure the company meets its goals and raise funds needed to pursue future growth.

The task: Advntur must facilitate a minimum of 1,500 visitor/host transactions within nine months and leverage that success to raise approximately \$2,000,000 from institutional investors in a Series A financing round.

The ideal candidate excels under pressure, presents confidently, and has a history of leadership during periods of growth and transition.

Responsibilities

- Manage team members to ensure company reaches milestones and facilitates a minimum of 1,500 transactions within nine months
- Raise institutional investment in a Series A round within 13 months
- Assist in identifying, recruiting and hiring a Marketing Director
- Track operating expenses to stay on budget and adjust when necessary
- Deliver shareholder reports
- Lead shareholder and Board of Director meetings
- Pursue any intellectual property that may be developed
- Serve as company spokesperson
- Maintain financial records for tax filing
- Manage employees
 - Assist in hiring process
 - Manage terminations when needed
 - Resolve disputes should they arise
 - Employ diligent, meticulous work ethic to serve as example to team

Qualifications

- Leadership role in small company during growth stage
- Successful experience in all stages of the investment fundraising cycle, including prospect identification, research, cultivation, solicitation, presentation, negotiating, close and ongoing communication
- Experience with fiscal management, budget creation, and financial modeling
- Experience recruiting and inspiring small, decentralized team
- Experience achieving milestones with limited resources
- Resilient entrepreneurial spirit
- Ability to creatively problem solve
- Sense of humor and humility

Preferred

- Executive experience in either Founder, CEO or COO role
- Connections to Silicon Valley institutional investors, especially in sharing economy
- History of repeat investors

Compensation

Salary and equity package commensurate with experience.