

## Kickstart – Vertical Lead, Cybersecurity - Job Description

Deep technologies will fundamentally change our world - and it requires unprecedented collaboration to take a leading and responsible role in this development.

Kickstart is one of the largest B2B innovation programs in Europe with very high profile of partners. The Cybersecurity Vertical is a new “industry vertical” of Kickstart together with SATW (Schweizer Akademie der Technischen Wissenschaften). We enable partnerships among technology startups and established organizations (i.e., corporates, cities, universities and research institutions) to accomplish joint pilot projects/ Proof of Concepts and commercial partnerships, as well as advancing the Swiss ecosystem in Cybersecurity. We offer a great collaborative team environment and networking opportunities next to building first-class profile with global tech startups, leading corporate partners and other established organizations.

### Responsibilities:

- Responsible for Cybersecurity Vertical; main point of contact for startups & partner organizations
- Manage outreach & selection process of the respective vertical with the other vertical leads; leading partners/startups through the process
- Work closely with the Kickstart partners and the team to create close links and suitable connections as well as be proactive in admin, reporting and KPI deliverables
- Source the partner experts and external experts and link these with the Kickstart Expert Manager, support Kickstart Mentor Manager with mentor sourcing and if possible support Program Manager with useful leads for the content
- Design workshops with the corporate partners, Kickstart team and startups before and during the program to set up the KPIs for the Kickstart batch
- Help to develop strategic Proof of Concepts (PoC) as well as a professional interface for the PoC scouting, delivery, negotiation and post-program engagement as needed
- Share & support success stories of the respective vertical with Kickstart Marketing & PR team
- Provide support to startups in the Cybersecurity vertical and schedule coaching sessions
- Assist collecting data for reporting purposes and assisting with the preparation of the Kickstart’s reports and presentations
- Represent Kickstart (Cybersecurity and other verticals as it fits) as a subject matter expert in networking events and towards clients
- Support the Kickstart Business Development Lead with fundraising activities

### Qualifications:

- Strong startup and innovation track record, corporate track record is a plus
- Hands-on and entrepreneurial approach
- Experience in project and budget management
- Commitment to advance the Swiss startup and innovation landscape
- Experience in the field of Cybersecurity is a plus
- German and English, Swiss German is a plus

### Quick Facts:

- Employer: Impact Hub Zürich AG (in future: Kickstart AG), work location is Zürich
- Team: Kickstart Team
- Starting date: February-March 2019
- Time: Full-time
- Salary base: Startup sector, not corporate level

Please apply with CV, Video of Motivation (max. 3min) to [jobs@kickstart-accelerator.com](mailto:jobs@kickstart-accelerator.com)