Head of Partnership Sales (Partner Role)

This is not a traditional sales leadership role.

The Head of Partnership Sales is a partner-level position responsible for building and stewarding long-term revenue partnerships between our global membership organization and businesses that serve venture-backed founders. These partners may pay for access to our membership, sponsor curated dinners or events, and participate in long-term strategic relationships with our chapters around the world.

We are a profit-sharing partnership. Partner-level compensation is tied to long-term enterprise value and eventual profits, not short-term commissions or quotas. This role requires judgment, patience, and leverage — not hustle, pressure, or volume-based selling.

What This Role Is Really About

This role exists to:
- Identify businesses that genuinely benefit from trusted, high-context access to venture-backed founders
- Translate our membership and chapter ecosystem into clear, integrity-aligned partnership opportunities
- Orchestrate long-term relationships that compound in value over time
- Protect trust with our members while enabling sponsors and partners to succeed

Success is measured by the durability, alignment, and compounding value of partnerships — not by deal velocity or volume.

Core Superpower (At Least One Required)

This role requires strong alignment with at least ONE of the following core superpowers. You do not need all three.

• Orchestration — Joy in sequencing, leverage, and strategic maneuvering. You naturally think in second-order effects and prefer shaping conditions over forcing outcomes.

• Coordination — Joy in bringing multiple stakeholders into a coherent, low-friction system. You notice misalignment early and work to resolve it before trust erodes.

• Translation — Joy in facilitating meaningful shared understanding across different incentives, languages, or expectations. You make complex relationships legible and actionable.

Working Genius Alignment

This role strongly favors:

• Discernment — judgment with incomplete information; deciding what should happen, when, and why
• Enablement — helping others succeed through structure, connection, or sequencing

Optional but helpful:
• Galvanizing — mobilizing action once alignment is clear

Misalignment with these working modes typically shows up as friction or burnout, not incompetence.

What You Will Do

- Identify and cultivate partnership opportunities with businesses serving venture-backed founders
- Engage potential partners in high-context conversations focused on long-term mutual value
- Design partnership structures that respect member trust and sponsor objectives
- Coordinate with chapter leaders to align local opportunities with global strategy
- Steward relationships over time, adjusting structure as conditions evolve
- Exercise judgment about when to advance, slow, or decline opportunities

What This Role Is Not

This role is not designed for people whose primary energy comes from:

- High-volume outbound sales or pipeline management
- Scripted selling, quotas, or commission-driven incentives
- Process ownership, operational control, or end-to-end execution
- Constant urgency, pressure, or deal velocity

These are valuable strengths — they simply belong in different roles.

Partner Economics & Structure

This is an early partner role within a profit-sharing partnership. Compensation is tied to long-term enterprise value and eventual profits, not short-term commissions. The role carries owner-level accountability, ambiguity, and trust. In the early years, cash compensation may be limited or deferred as the organization prioritizes building durable enterprise value and long-term profitability. Partners are expected to be comfortable operating with a long-term, ownership-based upside orientation and asymmetric risk during the early phase.

This role is best suited for individuals who can operate effectively without relying on near-term cash compensation and who view deferred upside as a core part of early partnership.

Before Applying

Before applying, all candidates are required to complete a short self-assessment designed to help you determine whether this role is genuinely aligned with how you operate. Opting out due to misalignment is a successful outcome.

If this assessment feels unnecessary or frustrating, this role is likely not a fit.