



Director of Build Accelerator Programs

Foundation Capital is a venture firm that has pioneered early-stage investing for 30 years. We're the first check (and typically, lead investor) for technical founders, helping take them from \$0 to \$1M in revenue. Each of our investments is made with deep conviction in the market, the technology, and the problem our founders are trying to solve—so we can take a hands-on approach to solving it together. Throughout our history, we've garnered \$6B assets under management, 34 IPOs and ICOs, and 80+ acquisitions—and have been early backers of Netflix, Sunrun, Solana, LendingClub, and more.

In 2024, Foundation Capital launched Build: a series of programs designed for founders at the earliest stages of company building and formation. We started with [IIT Build](#) and [Cal Build](#) and have since supported seven cohorts between the two programs. The response and quality of the founders participating have exceeded expectations—and now, we're seeking someone to take these programs to the next level.

You will own the program from end-to-end: finding creative ways to reach its audience, build a strong pipeline of applicants, interview founders, select the best applicants, get them to accept, and help them succeed on their founder journey. If done well, your impact will not only be on founders, but also on the firm at large. The ultimate measure of success here is converting Build participants into firm investments. While you aren't a member of the investment team, you'll interface with them regularly to shape the program.

The ideal candidate for this role is a former founder who can empathize with the journey on which Build members are embarking. You've written the first line of code, fundraised, landed a design partner, converted a POC into a paying customer, hired a founding engineer, and more—and you want to take these experiences and help others navigate them. You can't imagine a better day than spending it with founders, helping them connect, grow, and succeed.

This role is required to be in the Bay Area, and you should expect to work from either our San Francisco or Palo Alto offices 4-5 days per week.

What you will do:

- Lead our Cal and IIT Build programs from end to end. This includes marketing & generating the pipeline of applicants. Interviewing applicants, choosing participants, and getting them to join. And then leading the program and working with the founders.
- Lead and host events. You will come up with our event strategy and staff each one, from in-person and digital accountability sessions to demo days and dinners for new cohorts.
- Launch new Build programs. You will work closely with the Head of Networks as we spin up new programs. Your role on these will vary.
- Build community. These programs are designed to enhance our connectivity to the firm's most important networks. You will work closely with our Community & Events lead to strengthen the connection between Build founders and our network.
- Stay in close contact with the top founders. The goal is to invest in the top founders in these programs, so it's critical to know how things are progressing. You will need to communicate that to the appropriate investment team member.

What you should have:

- Previous founder experience. Ideally, as a B2B founder who raised at least a seed round.
- Strong ownership mindset and ability to lead projects independently – as well as comfort driving clarity from ambiguity.

Your benefits:

- Competitive salary of \$140,000 to \$175,000 with a 20% annual bonus
- Comprehensive healthcare plans, including medical, dental, and vision benefits
- PTO and family leave
- Generous 401k plan
- Commuter benefits

EEOC Statement

Foundation Capital is committed to creating an inclusive environment and a diverse team. We are proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

To apply for the role, please [submit an application](#).