

Partner **Accelerate Change**

Position Summary

Accelerate Change is seeking an experienced leader who is steeped in both the business world and the social change world. The Partner will lead the organization's incubation support for multiple social enterprise projects.



Location: Flexible with preference for Washington DC or the SF Bay Area.

About Accelerate Change

Our mission is to help social change organizations build the people power and financial resources needed to make the lasting, public policy changes needed for all communities to thrive. Drawing upon the lessons from some of the largest and most impactful social change institutions, our theory of change is based on the idea that membership organizations can experience explosive, financially sustainable growth when they provide a robust set of benefits and services that are an outstanding value to the people they seek to organize. We call this "functional organizing" and you can learn more about our model for scalable citizen organizing in the article, "[The Secret of Scale](#)" from the Stanford Social Innovation Review.

We are committed to helping organizations develop innovative member benefits using lean startup methodologies and other business strategies focused on solving real problems and enhancing the lives of their constituents. In essence, we build social enterprises that can scale up in a way that is impossible through traditional non-profit strategies. Read more about our approach to building member benefits in the article, "[The Promise of Lean](#)" also from the Stanford Social Innovation Review.

Accelerate Change acts as an incubator that works with a limited number of social-justice focused nonprofits to help them scale up their power and resources through social entrepreneurship. Currently, we are partnering with organizations such as the Center for Community Change, National Domestic Workers Alliance, the state Public Interest Research Groups, and the Main Street Alliance.

The Accelerate Change team is made up of people who have directed startup incubators, non-profit organizations, media companies, and social enterprises. We are passionate about making large-scale, long-term, positive impact.

Job Description:

The Partner will lead incubation support for 2-4 ventures at a time. Job responsibilities for the Partner will include:

- A) Advising and supporting the lead entrepreneurs and team of incubated ventures on the processes of ideation, market research, customer discovery, "minimum viable product" development and experimentation, data analysis, product iteration, and scaling up.
- B) Working with Executive Team to set the strategy and methodology for Accelerate Change.

Qualifications:

Accelerate Change is seeking a senior leader with extensive business development experience. Applicants must be high energy and enthusiastic, possess strong leadership skills, be extremely well-organized and detail-oriented, and have a clear commitment to advancing social justice.

The most important attributes for the Partner are:

- **Lean Startup Business Experience:** Extensive experience implementing lean startup methods (can be in the for-profit or nonprofit sectors; start-up or large company)

settings); deep experience developing products and services and marketing those services to a wide range of users.

- **Commitment to Social Justice:** Accelerate Change is a mission-driven organization focused on impacting low-income and underserved communities. Applicants should have demonstrated a commitment to social justice and social change through their work and volunteer experiences.

Applicants must also:

- Have at least 10 years of post-college work experience
- Have experience building robust and sustainable institutions (for-profit or nonprofit)
- Be highly proficient with technology, social media, web ventures
- Be highly proficient with basic computer software, web research, and applications
- Display exceptional interpersonal, communication, and writing skills
- Be team-oriented and enjoy working collaboratively

Additionally, we highly value applicants who are fully fluent in Spanish.

Location:

Washington, DC or the SF Bay Area are preferred locations, but we are open to candidates in other locations. Some travel (every 1-2 months) may be required for the position.

Compensation:

Commensurate with experience plus benefits and paid time off.

To Apply:

Please address your resume and a cover letter to Steve Ma at jobs@acceleratechange.org.

Accelerate Change is a project of the Center for Public Interest Research which is an equal opportunity employer. People of color, LGBT-identified, women, and gender non-conforming people are strongly encouraged to apply.