



**ABUNDANT**  
VENTURE PARTNERS

**Partnership Executive, Abundant Alliance**

**Job Description**  
**2023**



## **The Mission That Unites Us**

Abundant is a purpose-based venture creation company focused on improving the human condition. We start and operate companies that positively impact Human Wellness, Performance, and Engagement. We like what we do, but more importantly, we like working with each other.

Founded in 2011, Abundant was formed with core beliefs that drive our actions and investment:

- You can still do well while doing good.
- If it is big enough to care, it is big enough to share.
- We are accountable to ourselves and one another.

The Abundant Alliance (“Alliance”) enables health systems to join forces and shift from “defense to offense” in order to counter the investment and disruption created by insurgents who are betting against the health system model. The Alliance is a collaborative of health systems convened by Abundant Venture Partners that launch and invest in new companies, designed by health systems for the benefit of health systems, to accelerate and scale a meaningful impact on operating budgets, balance sheets, and employee engagement.

## **Position & Purpose Summary**

As a Partnership Executive, Abundant Alliance, you will hold a pivotal leadership role in shaping the future of our strategic alliances within the healthcare ecosystem. Reporting directly to the Alliance CEO, you will be the primary relationship owner for our members and serve as the day-to-day contact for all Alliance matters. In this role, you will be responsible for driving renewals, enhancing member engagement, and fostering strategic partnerships. This position will be integral in delivering value to our members, contributing to revenue growth, and maintaining our leadership presence within the healthcare industry.

## Key Responsibilities

### **1. Executive Relationship Ownership:**

- Cultivate and nurture executive-level relationships with our Alliance members and position yourself as a highly respected leader and influencer among our members.
- Serve as the primary contact and trusted advisor for Alliance initiatives, ensuring seamless communication and collaboration.
- Thoughtfully expand relationships across C-suite and strategic physicians at Alliance members

### **2. Revenue, Renewals, and Value Enhancement:**

- Take ownership of Alliance renewals, demonstrating a strong track record of securing member commitment.
- Measure success through key performance indicators, including member Net Promoter Scores (NPS), activity metrics, relationship engagement targets, and renewals.
- Execute external Quarterly Business Reviews (QBRs) to discuss member health, fit within the Alliance, opportunities to expand value from the membership, and likelihood of renewal.



- Strategically identify opportunities to expand the Alliance's product and value proposition to generate additional revenue.
- Collaborate with the Alliance CEO and support functions to drive revenue growth.
- Develop and implement programming that elevates the value proposition of the Alliance.
- Leverage the Abundant incentive program to incentivize member engagement and collaboration.
- Develop and execute member enrichment and best practices programming.
- Support efforts to commit Alliance member capital contributions in Abundant venture funds

### **3. Partnership and Venture Studio Liaison:**

- Serve as the liaison to the Venture Studio, understanding the pipeline and strategically matching venture concepts with member needs.
- Identify and foster co-development partnerships with strategic relevance to Alliance members.
- Identify and foster co-investment opportunities with strategic relevance to Alliance members.

### **4. Program Management and Coordination:**

- Own the coordination of quarterly meetings, annual events and other Alliance activities.
- Maximize Alliance coordination, ensuring alignment with member needs and expectations.
- Oversee toolkit delivery, providing materials to help health systems launch campaigns and extract innovative ideas from employees.

### **You're excited about this role because...**

- You are passionate about the intersection of innovation and healthcare
- You question the status quo and provide an insightful perspective that pushes forward-thinking
- You delight in the "moving pieces" and can communicate this effectively at the executive level

### **We're excited about you because...**

- You bring 10+ years of experience in business development, project management, commercialization, or corporate development
- You have a deep understanding of healthcare and can speak about the industry at the highest level
- You can command a room and have a strong executive presence
- You have a proven ability to engage with executives, influence strategic partnerships, and achieve mutually beneficial outcomes
- Ideally, you have entrepreneurial experience and have proven success working in a startup environment
- You are passionate about venture creation, investor and client relations, and innovation in healthcare
- Can navigate successfully within varying degrees of ambiguity in a fast-paced environment
- Have an action orientation and bring focus. Can translate theory into practice.
- You have a commercial mindset; you know the value of speed to market and being efficient with resources



## **You'll love working here because...**

You'll be part of a high-performing team where you can contribute, live in your genius and grow.

- We are a group of bright, motivated, and kind people who believe in autonomy and taking the initiative.
- We encourage everyone to be authentic and seek to build and celebrate diverse teams.
- We stand by our culture and values.
- You will be proud to work at Abundant and know that your work makes a meaningful impact.

## **About Abundant**

Abundant acts as an active mentor, supporter, and accelerator to our portfolio companies. Our deep network of relationships allows access to talent, partners, and customers, enabling portfolio companies to achieve transformational sales and accelerate growth with efficient use of money, time, and resources. Our unique structure as a holding company also grants us the flexibility to be a genuine long-term partner with a focus on sustainable growth and profitability. We believe our investing-and-operating hybrid model has been core to our ability to achieve positive results in our investments, including the exits of 11 of our 28 investments, and provides a significant advantage to effectively start, grow, operate, and exit companies in the future.

\* If this sounds like a company you would like to join and a role you would thrive in, please don't hold back from applying! Whatever skills you bring to the table or background you're coming from, we welcome you to start a conversation with us. We're looking forward to learning more about you!

*Abundant Venture Partners Holding, LLC is an Equal Opportunity employer. Personnel are chosen based on ability without regard to race, color, religion, sex, national origin, disability, marital status, or sexual orientation, in accordance with federal and state law.*