

SOAR

Startup Coach

Funded through a partnership with the Kentucky Cabinet for Economic Development (CED), the SOAR Startup Coach will provide coaching and mentoring to SOAR Innovation clients by providing business planning services and making appropriate internal and external referrals to position clients for success. The successful candidate must have a desire to serve and a passion for early-stage startup formation in Appalachia Kentucky.

This position will report to Manager of SOAR Innovation and can be in any of the 54 ARC-mandated Kentucky counties.

Duties and Responsibilities

- Provide basic business planning support for very early-stage startups and existing businesses looking to expand prioritizing high-growth opportunities with the ability to export products and/or services into multiple markets.
 - Customer Identification
 - Market Analyses (in collaboration with resource partners)
 - Financial Projections (in collaboration with resource partners)
 - Preparation for Investment Meetings
- Make appropriate referrals using internal and external resources and partners to get clients to desired outcome(s).
- Maintain accurate reporting and a pulse on all Innovation Clients
- Build and maintain relationships with external resource partners supporting startup and business growth across the region.
- Records essential data using Salesforce CRM to capture objectives and key results (OKRs).
- Represent SOAR at events and meetings as directed by the Manager of SOAR Innovation.
- Other duties as assigned

Expectations

- Embody SOAR's mission and core values.
- Follow SOAR Innovation's standardized process.
- Meet and exceed organizational OKRs.
- Possess a willingness to get into the trenches to help clients find a way, working with urgency and excitement to achieve desired outcome(s).
- Be prompt and concise with external and internal communication.
- Be a team player.
- Be coachable and open to feedback.
- Be all-in on the future of Appalachia Kentucky.
- Attend required team meetings.
 - Weekly team meeting.
 - Weekly 1-1 with Manager of SOAR Innovation

SOAR

- Monthly all-team meeting.

Knowledge, Skills, and Abilities

- Ability to communicate and succeed in a collaborative and fast-paced environment.
- Excellent time management skills.
- Basic understanding of website design, social media, and email marketing.
- Proficiency with computer programs such as Microsoft Word, Excel, PowerPoint, and Outlook.
- Excellent customer service skills.
- Fundamental understanding of ecosystem of resources supporting entrepreneurs and existing small businesses in Kentucky.

Qualifications

- 1-3 years' experience providing coaching or mentoring to entrepreneurs and/or small business owners.
- Bachelor's degree (preferred).
- Experience using CRM programs, preferably Salesforce.

Culture and Core Values

SOAR's mission is simple: to return Eastern Kentucky back to economic prosperity.

Our team culture is anchored by putting the interests of Eastern Kentucky first in all that we do. We believe treating others the way we want to be treated is always within our control. Our core values include faith, selflessness, grit, integrity, and empathy. We do our best to exemplify these daily in our interactions with each other and with external partners.

Why SOAR?

The SOAR organization offers a chance to be part of a movement that's bigger than any one of us individually. Eastern Kentucky's problems won't be solved by others. It's going to take us to come together to find the solutions. Through communications, collaborations, and convenings, SOAR is on the front lines helping to get the right people in the right rooms to ensure the future of Eastern Kentucky burns as bright as ever.

SOAR offers a competitive salary along with the following benefits:

- 100% paid individual health insurance.
- SIMPLE IRA retirement plan.
- Cell phone stipend.
- Mileage reimbursement for work-related travel.

Apply Now

Email a cover letter, resume, and salary history to hr@soar-ky.org.

SOAR

SOAR is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.