

Entrepreneur in Residence (m/f/d)

Düsseldorf, North Rhine-Westphalia

Get onboard the vivenu rocket ship to revolutionize one of the most exciting industries and enable global and limitless ticketing!

About us

In 2018, we started vivenu with a bold mission: to transform the global event ticketing industry for good. Hundreds of thousands of event organizers around the globe rely on solutions that haven't kept up with today's needs and expectations. Platforms that were built and got stuck in the 90s made the jobs of ticket managers worldwide an ever-lasting misery. We finally put this to an end. Now and forever. Our API-first ticketing platform breaks limitations and unlocks huge potential: letting leading organizers manage, market, and analyze ticket sales effortlessly with our powerful unified solution.

Leading tech VCs, exceptional entrepreneurs, and industry experts such as the San Francisco 49ers invested more than \$65 million in vivenu to back our extraordinary growth. We are not an ordinary company and we are not looking for people who want just another job. Our team consists of truly driven individuals, working together to achieve the unimaginable.

Ready for personal growth? Join us to be part of the next big B2B SaaS company!

About the role

We are looking for a high-performing Entrepreneur in Residence to help us stay on top of all business-related matters for both our German, our US, and our Remote team. What's in it for you? Lots of personal growth within the company, due to lots of different topics across all functions and departments. In particular, you will be responsible for:

- Actively participating in a high-paced and entrepreneurial environment with direct exposure to the founding team
- Taking over full ownership on one or more projects across all areas of our business, in strategically relevant topics (marketing, product, sales and beyond) according to our current business needs and your strengths and fields of interest. Such projects could be:
 - Proactively working to identify areas of opportunity and improvement within the team, creating new processes to streamline our operations
 - Defining a marketing strategy for certain event verticals and creating corresponding content and materials
 - Shaping our product strategy and roadmap by building relationships with our customers, meeting them on-site and working cross-functionally
 - Analyzing user behavior to identify new opportunities for growth, such as a referral program or a better onboarding flow, and turning these ideas into features
 - Setting up improved sales and customer service processes to help us scale our business operations and accelerate our growth
 - Improving and streamlining our investor reporting via advanced analytics

What you need to succeed

- Top-Grade University degree or equivalent in Business Administration
- Excellent people skills
- Strong Excel/Analytics skills
- Strong organizational skills with a problem-solving attitude
- Ability to communicate, present and influence credibly and effectively at all levels of the organization
- Ability to work in a fast-paced, high growth environment
- Excellent English language skills
- Preferred: Experience in working in a startup/high growth-environment

What we offer

- At vivenu you get things done and have a true impact on how organizations sell tickets worldwide in a more efficient, independent and liberated way. You are fully in charge!
- No internal politics. We pride ourselves on hiring brilliant challengers with the ambition to drive real change. vivenuans are forward-thinking people and will get you inspired with their thirst for excellence
- We believe in empowering vivenuans in their development by giving them full ownership and responsibilities in their work and celebrating their wins
- We celebrate a culture of rewarding over-performance, promoting quickly and supporting ambitious career paths - have a look at our mission statement and corporate values on our website!

Have what it takes? Apply today!

It's all about excitement. We are a mission-driven team, and we're looking for talented people willing to take on a challenge! If you would like to join us, feel free to reach out to Carlo Egle (c.egle@vivenu.com)

If this particular role isn't for you, that's okay! Take a moment to check out our other positions. Feeling generous? Share this job with other awesome people in your network. We're growing fast and there are tons of opportunities to join the team!