

VP Alliances Company X

Salt Lake City, UT, US

Company Mission

Company X's mission is to change the future of home purchasing. Company X seeks to empower everyone with the freedom to move, and the company has served nearly 35,000 customers. Whether it's getting married, starting a family, or taking a new job, Company X helps people get to their next step in a simple, seamless transaction.

Opportunity

After only six years, Company X is now the largest buyer and seller of homes by transaction volume with 10% market share in Salt Lake City, it's first market. While impressive, 10% market share in one city is only a drop in the bucket of the \$470B in total US residential real estate transactions in 2018 and Company X is just getting started. Now active in 20 markets and launching an additional 40 in 2020, Company X is expanding aggressively nationwide, leveraging a recent \$750M Series E. The company now boasts an annual purchase run rate of \$4B and has already bought and sold over 30,000 homes.

To support this aggressive growth, Company X is now in need of a VP of Business and Corporate Development to lead all Partnerships end to end, develop a high level strategy, and build out a team to execute and carry all partnerships through contract to execution.

Highlights

- Founded in 2013.
- Investors: GGV Capital, Firm A, Firm B, Firm C
- Funding: ~ 1B
- Valuation: \$2.6B
- Employees: 1000
- HQ: Salt Lake City, UT
- Purchase Run Rate: \$4B
- Markets: 20

Leadership

- Joey Tribbani, Co-Founder and CEO
- Monica Geller, Co-Founder and CTO
- Bart Simpson, CCO
- Eric Matthews, Head of Consumer
- Will Smith, Head of People
- Topanga Lawrence, CFO
- Buffy Summers, Co-Founder
- Peter Griffin, Executive Chairman

The VP BD and Corporate Development's Mission...

- Be responsible for all company partnerships and M&A, spanning everything from new business to distribution to strategic acquisitions
- Lead partnerships programs, help to define strategy

- Manage and build a team of talented Business Development leaders across San Francisco and local markets
- Partner closely with Product to source and execute M&A that will accelerate and/or complement company roadmap
- Work across all markets and collaborate with local leaders to drive results
- Drive partnerships end-to-end, including strategy development, execution, measurement, and internal advocacy
- Interface regularly with senior execs to create buy-in and execute deals

Experience & Background

- 10+ years in Business and/or Corp Development, with at least 5+ in scaling technology companies
- Proven track record of being able to identify, map, and execute on partnership and M&A initiatives across multiple disciplines
- Ability to apply rigorous analytics to business opportunities
- Excellent communication skills, both written and verbal
- People-first and team player mentality to leadership and team development as well as a customer-centric approach to sourcing, developing, and executing partnerships
- A passion - and ideally experience in - real estate
- Experience managing a sales or BD team

Personal Characteristics

- Customer centric & passionate about company mission and values
- Data-driven, analytical orientation
- Comfortable with ambiguity and strong bias towards action
- Collaborative and comfortable working cross-functionally with product, marketing, and other matrixed teams
- Creative approach to customer experience and problem solving
- Comfortable serving as a player/coach
- Strategic thinker, strong communication skills