

# Head of Ecosystem Growth

## Description

Are you ready to dive into the future of web3 and help shape the Manta Network ecosystem? We're on the hunt for a visionary Head of Ecosystem Growth to lead our strategic expansion and build powerful partnerships within the crypto space. This role is your chance to drive Manta Network's growth by crafting and executing innovative plans that amplify our reach and market presence. About the Role: At Manta Network, our mission is to provide cutting-edge privacy-preserving solutions for the Web3 world. We believe that our mission can only be achieved with a thriving ecosystem of partners and projects building on our technology. As the Head of Ecosystem Growth, you will own Manta Network's systems and programs to drive partner and community-led growth at scale, including managing the success of our rapidly expanding Web3 technology partnerships and builder funnels. Key Responsibilities:

- Lead the Charge: Drive Manta Network's business development efforts and discover untapped growth opportunities.
- Forge Strong Bonds: Develop and maintain relationships with key stakeholders and partners in the web3 ecosystem.
- Strategic Vision: Define our ecosystem strategy and KPI framework in collaboration with the Head of Growth.
- Collaborate with Visionaries: Work closely with our leadership, product, and engineering teams to identify, prioritize, and seize new business and technology partnership opportunities.
- Seal the Deals: Negotiate and close strategic partnerships and client deals.
- Community Programs: Own and manage our builder and community programs, including accelerator and ambassador initiatives.
- Raise Awareness: Work with the Marketing team to spotlight Manta Network's partners and community contributions.
- Stay Ahead of the Curve: Keep a pulse on industry trends and developments to keep Manta Network at the cutting edge of the crypto world.
- Attract Talent: Attract external funding and development teams to build solutions that accelerate the adoption of Manta Network's infrastructure.

Qualifications:

- Deep Web3 Experience: 5+ years in ecosystem development, business development, or product/project management, ideally with management experience.
- Solid Network: Proven relationships with major web2 and web3 organizations.
- Crypto Native: Connections with ecosystem funds, and leading projects in the crypto space.
- Deal-Making Pro: A strong track record of closing deals and driving revenue growth.
- Crypto Cred: Prior experience in ecosystem development for a crypto project.
- Master Communicator: Stellar communication and negotiation skills.
- Strategic Thinker: An entrepreneurial mindset with the ability to think strategically and drive impactful business initiatives.
- Tech Savvy: Familiarity with decentralized application development and the Web3 tech stack.
- Organizational Skills: Excellent organizational planning, attention to detail, and the ability to juggle multiple projects at different stages.
- Collaborative Spirit: Ability to work collaboratively with builders from various backgrounds.

Join Manta Network and be at the forefront of the web3 revolution. Your leadership will be crucial in propelling our ecosystem forward and cementing Manta Network's position as a trailblazer in the crypto industry. Let's build the future of decentralized finance together. Please mention the word \*\*TRUTHFULLY\*\* and tag RMTguMjM2LjE3Ny4yMjk= when applying to show you read the job post completely (#RMTguMjM2LjE3Ny4yMjk=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)

## Hiring organization

Manta Network

## Job Location

Worldwide

## Base Salary

\$ 82500 - \$ 145000

## Date posted

May 23, 2024

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