

Associate

Description

Why ValenceValence is a Series A (Insight Partners) B2B SaaS, and we've built the first-to-market generative AI leadership coach for large enterprises. Valence is changing how learning and development happens at the world's biggest companies; our mission is to help the world work better together. We've been featured in the Harvard Business Review and are working with world-class companies like Coca-Cola, Nestlé, General Mills, ServiceNow, AstraZeneca, Experian, Bristol Myers Squibb, and more. The RoleThis is a position for a high-performing, flexible generalist who wants to learn how to build and scale a business in generative AI. As an Associate you will be engaged in initiatives across the entire business that will be significant for Valence's continued growth. This role will become embedded in functions temporarily and act as leverage to solve the most pressing challenges within that function at any given moment. The Associate will have significant exposure to Valence's leaders. Please kindly note that this is not an entry level position. What You'll Do Solve the most acute challenges by leaning in across various parts of the business (from Sales to Product to BizOps and Strategy); such as: 1) enabling our AEs to close deals with support across product, marketing and pilots; 2) drive partnership initiatives with LLM providers; 3) drive complex enterprise security initiatives Leverage data to drive customer usage and retention as we scale the business Support our executives as they solve pressing customer challenges and write the playbook for GenAI in Talent Delight our customers and turn them into champions while you triage priorities across business teams What We're Looking For 2-3 years of professional experience in consulting, private equity, investment banking or fast-paced B2B startup. Rapidly translate ideas and strategies into the right outcomes, adapting to changing circumstances. Comfort with data manipulation and visualization to communicate key insights in a value-added way. Outstanding verbal and written communication skills, including the ability to adjust styles to the internal and external audiences. Ability to diagnose a variety of problems, break them down, and solution in an impactful way. Proven ability to collaborate with busy leaders at all levels, including the C-Suite, to drive initiatives forward. Proven ability to keep the moving parts of many workstreams on track; natural attention to the small details that make for great experiences. Self-motivated, adaptable, and resilient. Highly motivated and self-driven, with a strong desire to exceed expectations. A natural sense of urgency and not easily deterred by roadblocks. Willingness to embrace challenges, experiment and continuously learn through high-quality feedback and new workstreams. Clear motivations for wanting to join an early-stage team. What you'll get Ownership of projects and strategic priorities regardless of seniority in our learning-focused environment. Strong ties to the executive team, a culture of transparency and engagement with strategic decisions. Options from day one, which means you will be on the ownership track right away. Competitive salary and equity packages. Comprehensive health coverage (medical, dental, and vision) from day 1. Provision of anything you need to be successful – learning tools, hardware, office equipment, software. 401k optionality for US based employees Generous PTO, company-wide R&R shutdowns and paid leave for parents. A WFH stipend, phone stipend and support to work in a We Work or other space as preferred. Location and Work Environment This role will balance work-from-home and co-location, depending on candidate preference. Candidates must be comfortable balancing colleagues in ET and PT. Candidates must have valid ID/passport and must not have any restrictions on their travel abilities due to work authorization or permits in the US. Diversity and Inclusion We are committed to fostering a diverse and inclusive environment where our team members, vendors, contractors and beyond feel valued and supported. We know that our commitment to inclusion and belonging

Hiring organization

Valence

Job Location

Anywhere

Base Salary

\$ 50000 - \$ 110000

Date posted

June 5, 2024

[Apply Now](#)

enables us to do our best work overall. We strongly encourage applications from candidates of all backgrounds regardless of race, gender, sexual orientation, marital status, age, citizenship, disability, and national origin. Accommodations are available upon request for candidates taking part in all aspects of the hiring and selection process. We know applying for a job can be intimidating, please don't hesitate to reach out – Allison Langille, Head of People jobs@valence.co. Please mention the word **BRAVO** and tag `RMzQuMTQ1LjI0MC4xMDY=` when applying to show you read the job post completely (`#RMzQuMTQ1LjI0MC4xMDY=`). 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