



OPEN SOLICITATION FOR TEDCO BUILDER FUND EXECUTIVES

ABOUT TEDCO

The Maryland Technology Development Corporation (TEDCO) identifies, invests in, and helps build great Maryland-based technology companies. With an aim to enhance economic development in the State, the Maryland General Assembly established TEDCO to provide resources and connections that early-stage technology and life sciences companies need to grow and thrive.

TEDCO'S BUILDER FUND MISSION

The TEDCO Builder Fund, specifically, is seeking successfully exited entrepreneurs and senior executives to help startup businesses who are or have the potential to be part of its investment portfolio. The Builder Fund is a new approach to inclusivity that assembles executive management support in addition to (in exceptional cases) providing direct investment to companies run by founders who demonstrate lack of access to traditional sources of capital. The program takes unprecedented initiative by formally pairing seasoned executives with company founders to facilitate interaction and team building while simultaneously introducing executive experience to the best ideas at an early stage.

Builder Fund Executives work part-time under contract as and are paid on an hourly or project basis to support individual businesses. Business leaders across all industries and functional areas are sought to work alongside select startups based on their areas of most critical need. TEDCO staff determine the scope of work for each assignment, which will generally not exceed 6 months. Executives provide the hands-on support necessary to assist startup teams in accomplishing specified milestones. Executive support may involve building products and commercialization plans, launching and growing businesses, and coaching and mentoring startup managers.

FULL AND OPEN COMPETITION

While recent, firsthand experience with early-stage startups is evaluated, all self-motivated, proactive entrepreneurial minded senior-level executives interested in engaging with the Maryland startup ecosystem are encouraged to apply.

Reasonable efforts will be made to identify executives residing in or working in Maryland with a minimum of five years of relevant executive management experience.

APPLICATION PROCESS

Applicants should submit a detailed resume and one-page cover letter highlighting functional areas of expertise by industry. Examples of functional management areas include: general management, sales, operations, finance, marketing, training, organizational management, informational technology, product development, etc.

The most successful applicants will demonstrate:

1. how they personally contributed to the profit of prior business affiliations with their entrepreneurial skills and mindset;
2. decision-making capability and evidence of risk-taking to achieve organizational goals;
3. evidence of resourcefulness and effective communication skills;
4. leadership in implementing new ideas and building an organization; and
5. a track record of opting-in to mentor newer talent for no other purpose than personal enrichment.

Resumes and cover letters should be submitted to asingleton@tedco.md.

Builder Fund executive support needs will vary based on the specific needs of the startups. Applicants will be notified by email when applications are received and contacted thereafter if there is a program or project fit. Applicants will undergo one or more interviews before a contract is awarded. Hired contractors will be subject to a program-specific conflict of interest policy.

DEADLINE

This is an open solicitation and there is no deadline. This solicitation may be updated, removed from circulation and reposted from time to time. Applications are reviewed on a rolling basis.

CONTACT

For questions and additional information, please contact:

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