

Head of Business Development (4871U), SkyDeck -
80795
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=261840>

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Posted Aug. 29, 2025, set to expire Jun. 30, 2026

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| Job Title | Head of Business Development (4871U), SkyDeck - 80795 |
| Department | SkyDeck |
| Institution | University of California, Berkeley Berkeley, California |
| Date Posted | Aug. 29, 2025 |
| Application Deadline | Open until filled |
| Position Start Date | Available immediately |
| Job Categories | Director/Manager |
| Academic Field(s) | Development/Institutional Advancement |
| Apply Online Here | https://apptrkr.com/6519162 |

Apply By Email

Job Description

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About Berkeley

At the University of California, Berkeley, we are dedicated to fostering a community where everyone feels welcome and can thrive. Our culture of openness, freedom and belonging make it a special place for students, faculty and staff.

As a world-leading institution, Berkeley is known for its academic and research excellence, public mission, diverse student body, and commitment to equity and social justice. Since our founding in 1868, we have driven innovation, creating global intellectual, economic and social value.

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We are looking for applicants who reflect California's diversity and want to be part of an inclusive, equity-focused community that views education as a matter of social justice. Please consider whether your values align with our [Guiding Values and Principles](#), [Principles of Community](#), and [Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and provide space for [supportive colleague communities via numerous employee resource groups](#) (staff organizations). Our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our full-time staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. Find out more about how you can [grow your career](#) at UC Berkeley.

Departmental Overview

Berkeley SkyDeck is one of the top five university accelerators in the U.S and is recognized by Forbes as one of the best in the world. SkyDeck is a joint venture of UC Berkeley's College of Engineering, the Haas School of Business, and the Office of the Vice Chancellor for Research with the mission to provide UC and global startups with access to the best tools and resources to launch and grow their businesses.

Position Summary

SkyDeck is hiring a full-time Head of Business Development. This individual would represent Berkeley SkyDeck and engage government, university, and corporate partners from all over the world (US, Europe, and Asia) with the goal of brokering paid partnerships to drive revenue for SkyDeck, access potential deal flow, and expand the ecosystem of potential partners that might engage our portfolio companies in pilots for all SkyDeck programs. The ideal candidate for this role is someone extremely interested in tech and the startup ecosystem, someone with years of business development under their belt, possesses great initiative, is data driven, and has a proven record of being able to successfully prospect, close, and maintain deals.

Application Review Date

The First Review Date for this job is: 09/10/2025.

Responsibilities

Prospecting for new partners

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- Source prospective government, university, and corporate, partners for Berkeley SkyDeck.
- Develop and nurture relationships with a variety of corporate organizations and business development units as well as global governments, incubators, accelerators, and universities for the Innovation Partner Program. This includes brokering paid partnerships and closing deals.
- Partner & account management - Manage all international government, university, and corporate partner relationships.
- Drive the implementation of innovation & corporate partner programs.
- Facilitate meaningful connections between partners and SkyDeck portfolio companies.
- Oversee all content marketing tied to business development.

People and Resource Program management

- Manage junior IC who oversees the Resource Partner program.
- Ensure strong strategic planning, ongoing relationship management, and revenue targets are met.

Partner Strategy

- Drive the overall business development strategy for international government, university, and corporate partners at SkyDeck through thoughtful analysis and evaluation of the overall ecosystem and trends.

Partner visits & tours

- Meet with visiting organizations and prospective partners to help socialize SkyDeck's mission to a broader community.

Fosters a culture of continuous process improvement and teamwork.

Required Qualifications

- In-depth understanding of the product development, pricing, and packaging.
- Advanced analytical, critical-thinking ability to lead business strategy and long-term growth of revenue for the organization.
- Advanced planning, project management to handle the fast paced, high volume nature of the many, ongoing projects with a high volume of Corporate, Resource and Innovation program

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partners.

- Advanced interpersonal skills to build relationships with senior C-suite executives and governmental officials.
- Advanced written and verbal communication skills, including building out sophisticated presentations and decks.
- Advanced ability to develop comprehensive reports such as financial projections and budget analysis.
- Demonstrated leadership skills in managing direct reports.
- Ability to strategize and manage OKRs and KPIs for the business development part of SkyDeck.
- Bachelor's degree in related area and/or equivalent experience/training.

Preferred Qualifications

- Advanced proficiency in standardized business software (Microsoft Office, Google Suite).

Salary & Benefits

For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities, education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted annual salary range that the University reasonably expects to pay for this position is \$115,000.00 - \$165,000.00.

- This is an exempt monthly-paid position.

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How to Apply

- To apply, please submit your resume and cover letter.

Other Information

- This is not a visa opportunity.
- This position is eligible for up to 15% remote work. Exact arrangements are determined in partnership with your supervisor to meet role responsibilities and department needs, and are subject to change.

Conviction History Background

This is a designated position requiring fingerprinting and a background check due to the nature of the job responsibilities. Berkeley does hire people with conviction histories and reviews information received in the context of the job responsibilities. The University reserves the right to make employment contingent upon successful completion of the background check.

SB 791 and AB 810 Misconduct Disclosure Requirement: As a condition of employment, the final candidate who accepts a conditional offer of employment will be required to disclose if they have been subject to any final administrative or judicial decisions within the last seven years determining that they committed any misconduct; received notice of any allegations or are currently the subject of any administrative or disciplinary proceedings involving misconduct; have left a position after receiving notice of allegations or while under investigation in an administrative or disciplinary proceeding involving misconduct; or have filed an appeal of a finding of misconduct with a previous employer.

"Misconduct" means any violation of the policies or laws governing conduct at the applicant's previous place of employment, including, but not limited to, violations of policies or laws prohibiting sexual harassment, sexual assault, or other forms of harassment, discrimination, dishonesty, or unethical conduct, as defined by the employer. For reference, below are UC's policies addressing some forms of misconduct:

[UC Sexual Violence and Sexual Harassment Policy](#)

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[UC Anti-Discrimination Policy](#)

[Abusive Conduct in the Workplace](#)

Equal Employment Opportunity

The University of California is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age, protected veteran status, or other protected status under state or federal law.

To apply, visit

https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS_HRAM_FL.HRS.CG_S

jeid-c920a56378e21f43808fb63f60bc5859

Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact

N/A

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