Entrepreneurial Careers

**Founder of start-up**
- Create and launch a new venture
- Build initial team, raise funding and acquire first customers
- Re-assess early stage venture and find pivot to enable rapid growth and impact
- Serial entrepreneur—launch more ventures

**Join early stage company**
- Join start-up and help early stage commercialization, development of systems, hiring, funding and rapid growth—any industry from pre-revenue to $1m to $10m revenue

**Intra-preneur (corporate innovator)**
- **Corporate innovator 1:**
  - new products and/or markets
- **Corporate innovator 2:**
  - organizational change for growth—can be linked to mergers or acquisitions or new ownership;
  - often involves step-change in performance, including disruptive business models

**THE SKILL SET THEY SHARE:**
- Dealing with ambiguity, messy and incomplete data
- Working fast with very limited resources
- Ability to multi task and improvise
- Design and run rapid experiments, find out what does not work, and to find pivot points
- Build partnerships internally and externally to increase capability