



Director, Ecosystem - Palo Alto, California (remote candidate considered)

Send your applications (including resume or LinkedIn profile) at richard@symphony.foundation

JOB DESCRIPTION

The Symphony Software Foundation is a non-profit Foundation building an Open Source community and active development ecosystem around the Symphony (<http://symphony.com>) communication and collaboration platform. We are seeking for an exceptional leader who can drive the Developer Community and Foundation Membership growth, in the Open Source ecosystem and in the Financial Services industry.

The role reports to the Executive Director.

You will be responsible for owning the global branding of the Symphony Software Foundation, to attract new Member organizations and new Developers to the Community. You will build and own strategy, outreach and messaging, for the Member organizations and the Community-at-large. You will lead online programs and community-building field efforts to ensure a thriving global engagement for the Symphony Community. Through a lean approach, customer research and validation, you will build models, metrics of success and growth strategies for the Developer Funnel, ensuring long-term success and further outreach for the Foundation.

This is an exciting opportunity for an individual seeking to be the public face of our Foundation. You will play a key role in revolutionizing the way industries, starting from Financial Services and FinTech, solve problems faster and collaboratively through Open Governance.

It's a great challenge, we know. But that's why we need great minds who live, breathe and truly believe in the Open Source model as to be the engine of this change.

We look forward to hearing from you!

DUTIES

- Define the Developer Evangelism overall plan, messaging and programs for the Symphony Software Foundation
- Ensure brand and messaging consistency throughout the Symphony Software Foundation public properties and community infrastructure
- Build, measure and grow the pipeline for new Member organizations and the Developer Funnel for new Community contributors
- Interact with in-sourced internal and out-sourced external resources for the delivery of your programs
- Oversee production and where required, deliver Developer engagement and education content
- Own and deliver Industry Adoption Surveys
- Represent the Foundation at conferences, organize and deliver Meetups / Developer Conferences

The role requires up to 40% travel time.

PROFILE

We are seeking a charismatic, independent but friendly and approachable individual who takes pride in building communities and loves to be part of one. The position requires close interaction with the Foundation Member organizations and members of the Community, as well as with outsourced services like Design, Digital Marketing, Web Engineering.

The ideal candidate will be a self-starter and strong communicator (written and verbal), and will build the necessary cross-organizational relationships (e.g. with Symphony LLC and Member organizations) to drive successful projects and campaigns.

You'll be comfortable building a Developer Funnel model and delivering to it. Your models and your decisions and recommendations will be informed through data-driven analysis, feedback and customer research tools, such as A/B testing, usage data, market analysis and qual/quant surveys.

Direct experience in building developer communities, either via direct participation in to an Open Source effort or in a corporate environment, is required.

REQUIRED QUALIFICATIONS

- 5 or more years of Professional or Community experience in an Open Source Developer Evangelism / Developer Marketing / Partner Ecosystem role
- Established leadership and service in Open Source communities with relevant participation into Open Source projects, and technical / developer blogging network

- Must have close familiarity with the modern Developer ergonomics and tools
- Must have public speaking experience
- Must have experience writing compelling and targeted Developer Evangelism content
- Knowledge and understanding of Open Source communities, governance and ecosystem dynamics

DESIRED BUT NOT REQUIRED

- Experience and network in Financial Services and FinTech
- Experience and network in the Collaboration, Messaging and Unified Communications Space
- Past or present Committership or Membership in an Open Source project (e.g. Apache, Eclipse, Linux Foundation, etc.)
- Past or present experience in Java- based open source technologies
- Experience and understanding of Developer Platforms and APIs in the SaaS world

ABOUT THE SYMPHONY SOFTWARE FOUNDATION

Established in May 2015, the Symphony Software Foundation fosters open innovation and collaborative resolution of industry problems on the Symphony platform.

The Symphony Software Foundation is riding the wave of open innovation in Financial Services to deliver a fully secure and compliant platform, based on an open source development process and open architecture provided by Symphony. The Foundation counts more than 20 Member organizations, key players from Financial Services (<https://www.symphony.foundation/#members>), providing a very high profile opportunity to introduce Open Source collaboration patterns in this industry. From the main door.

We're looking to grow the Foundation team, to join team in Palo Alto, CA, or remotely if applicable. If you have the skills and the ambition to work with a world-class Open Source team, and an appetite for game-changing disruption, we definitely want to hear from you.

ABOUT SYMPHONY

Established in September 2014 after raising \$66 million from 15 of the world's largest financial institutions, Symphony is a secure, cloud-based workflow platform helping individuals, teams, and organizations of all sizes improve their productivity while maintaining data security and regulatory compliance. Today, Symphony is trusted by a growing list of financial services companies to communicate high-value, time-sensitive information with partners and colleagues across the globe.

In August 2015, the Enterprise Edition launched, making Symphony available to companies that handle and transfer sensitive information in regulated environments. A month later, Symphony launched worldwide, introducing its content partner ecosystem, starting with Dow Jones, McGraw Hill Financial's S&P Capital IQ and Selerity, with others on their way. Then, in October 2015, the company received an additional injection of over [\\$100 million](#) in funding from both new and existing investors. In other words, Symphony is on the move!

SYMPHONY SOFTWARE FOUNDATION BENEFITS

- Work with a bunch of cool guys open source enthusiasts to change the world through Open Source J
- Competitive salary based on experience, skills, and qualifications
- Medical, Dental, and Vision coverage
- 401(K) Plan
- Life and AD&D coverage
- Short Term and Long Term Disability coverage
- Employee Assistance Program
- Flexible Spending Account benefits
- Uncapped vacation and sick time
- Fully stocked kitchen and catered lunches
- Many other fun and exciting benefits and activities!

Symphony Software Foundation appreciates your interest in our company.

Symphony Software Foundation is an Equal Opportunity Employer.

Symphony Software Foundation reserves the right of ownership for all unsolicited resumes submitted for this requisition and is not responsible for any fees associated with unsolicited resumes

This position is eligible for sponsorship or relocation assistance