



Growth Manager

Location: Remote

Type: Full Time

Reports to: Head of Growth

Your Role

You will use your experience as an internet start-up Growth Manager to work closely with a portfolio of global start-ups to drive growth, ensure accountability, and deliver high-impact coaching. You will define growth metrics, design experiments, and implement strategies while contributing to internal processes and organizational efficiency. Success demands the methodical approach of a scientist designing experiments, combined with the coaching abilities of a seasoned mentor – someone who can both challenge and support founders on their growth journey.

Your Responsibilities

Drive Results for Portfolio Companies

- Conduct one-on-one consulting sessions with start-ups to drive their growth strategies.
- Collaborate with start-ups to define and track key metrics of growth.
- Hold start-ups accountable for their agreed metrics, deliverables, and growth experiments.
- Assist start-ups in designing, implementing, and analyzing experiments to achieve growth targets.
- Develop and deliver growth-focused training sessions for start-ups.

Engage Our Ecosystem

- Identify and coordinate with industry-leading Growth Speakers and mentors.
- Build strong relationships and trust with portfolio startups.

Be Operationally Excellent

- Design and implement processes to streamline the management of startups and information.
- Improve the organization and accessibility of internal resources and data related to growth initiatives.
- Archive and organize the Growth Curriculum for easy access and reference.
- Support the internal team with improved processes for organizing information and startup management.

Synthesize Insights

- Create and maintain growth-related best practices as content for workshops, presentations, and other educational formats.

Develop the Orbit team

- Stay curious. Add to the collective success of Orbit by sharing learnings and insights across Orbit teams.

Your First Days

In three months, you will:

- Build strong relationships with your portfolio of start-ups and internal team members.
- Familiarize yourself with existing growth content, programming, and start-up metrics.
- Participate in Growth Summits and collaborate on content delivery.
- Develop initial recommendations to improve start-up accountability and metric tracking.

In six months, you will:

- Take ownership of growth consulting for your portfolio of start-ups, driving measurable progress.
- Implement and refine processes for managing start-ups and tracking deliverables.
- Contribute to the development of new growth content and programming.
- Build a network of Growth Speakers and mentors to enrich events and summits.

In one year, you will:

- Achieve demonstrable growth improvements across your portfolio of start-ups.
- Lead the delivery of multiple Growth Summits with curated content and speakers.
- Establish best practices for start-up management and internal process efficiency.
- Contribute to the evolution of the Growth Curriculum as a comprehensive resource for the team.

Your Profile

- 8+ years of experience in growth, consulting, or startup environments
- Proven track record of driving measurable growth improvements
- Strong expertise in growth strategies, metrics definition, and experiment design
- Excellence in presentation, facilitation, and coaching
- Advanced project management and organizational capabilities
- Data-driven approach to decision making and performance tracking
- Outstanding communication skills across diverse stakeholder groups
- Bachelor's degree required, advanced degree preferred

About Us

Orbit Startups is a venture capital firm with a mission to drive economic transformation in frontier and emerging markets, capitalizing on the rapid adoption of technology across South Asia, Southeast Asia, Africa, Latin America and MENA. With almost two decades of investment experience in high-growth markets like China and India, Orbit has established itself as a critical player in bridging technology, entrepreneurship, and industry leaders.

How to Apply

Please send your CV and cover letter expressing interest to jobs@orbitstartups.com. CVs without a cover letter will not be considered.