



Head of Operations and Partnerships

About Pikup

Pikup is a fast-growing social platform that's driving profitable, incremental traffic to retailers and restaurants. By connecting customers shopping at their stores with people who might want something from there too, our platform makes it easy to turn one customer into five. It's basically "I'm heading out to the store, does anyone need anything?" in an app.

We launched Pikup for neighborhoods in Apr of 2020 and have quickly grown to over 1,000 neighborhoods across 35 states and have partnered with companies like Target, Costco, and several other major brands. Our Partners love Pikup because it increases frequency while small businesses value Pikup because it's growing their sales without having to pay the 20-35% fees from the major delivery services.

We're excited about our results and learnings, and we're hiring a Head of Operations and Partnerships to lead our development and growth as we accelerate our expansion. Our team of eight is spread across Minnesota and India.

This position will begin as remote, but we hope you can join us in person in the future.

You Will:

- Create a product roadmap for our business platform and champion its execution, addressing both merchants and end-users
- Build-out the merchant platform and create a web interface for faster onboarding of merchants
- Own revenue, financials, and the prioritization of resources to drive growth; work closely with the CEO on the next capital raise
- Develop and lead our geographic expansion into new markets, with a goal of 4+ new cities in 2021
- Lead marketing, brand building, customer relations, and user experience

You Should:

- Have experience building a start-up
- Have a track record leading Operations with P&L ownership in high growth environments
- Have experience hiring people and leading teams
- Have a strong financial background
- Have sales or sales related experiences
- Be passionate about building a company and very comfortable managing ambiguity
- Have a strong ability to lead data-driven decision-making

You Are:

- Comfortable creating your job: this position has clear priorities and we value your leadership to identify and own what you think is necessary to drive results.
- Someone who believes in moving fast, making some mistakes along the way, then learning from them quickly and moving forward.
- Open: we believe in radical candor and value everyone's respectful point of view
- Customer Obsessed: we believe in making sure our users and partners always extract the maximum value from every interaction they have with our team, our platform and our business.
- Interested in equity-based compensation: This is a critical and important role for our organization and we are looking for you to be a long term member of our team and an owner of Pickup

Compensation:

- Salary, bonus, equity, and options.

For serious inquiries please contact CEO Bharat Pulgam at bharat@pikup.io // 612.308.4941