

CeleBreak

WHO ARE WE?



VISION

People enjoy football regularly together to build friendships and communities

MISSION

Create meaningful human connections through football

OUR CORE VALUES



WE ARE MISSION-DRIVEN

We base all our decisions asking ourselves if it is line with our Mission: To connect people by providing an easy way to play great matches of football



WE DEEPLY CARE & SERVE

We are empathic and listen carefully to truly understand other opinions and behaviors. On and off the field we care and serve for the happiness of the group



WE ARE ALL OWNERS

We take full accountability and responsibility for our area and do not blame others. We are taking initiative and are proactive



NO EGO. WE ACT SELFLESS

We show no ego on and off the field, we prioritize to make decisions for the good of our vision over decisions that are only in our self-interest



WE CONSTANTLY GO TO TRAINING SESSIONS

We have the constant desire and motivation to educate ourselves, proactively self-learn, and to learn from each others failures and success



WE ARE FOCUSED ON RESULTS

We prioritize results over busy work - only the Output counts



BIAS FOR ACTION

We favor action over theorizing. Trial & Error is the fastest way of learning.



WE ACT WITH INTEGRITY

We act with honesty. We commit and do what we say

OUR CURRENT COMPANY STAGE

30,000+

Users in the
last 12 months

11,000+

Active playing
users monthly

€1.35M+

Revenue in the
last 12 months

16

Full time equivalent
team members



DANIEL FOTH

CO-FOUNDER & CEO

4 years Pricing Manager at Lufthansa

- Prev. co-founded Global Goal next to full time job at Lufthansa (+150K€ in Revenue annually)
- Prev. Head of Biz Dev & Sales at +1Mio€ funded Startup Spacebase
- Prev. co-founded TSC Events GmbH (Football Festival Weekend with Barca +200K€ in aggreg. Revenue) - pivoted to CeleBreak.



PATRICIO IBARRA

CPO

CPO at Orionx, one of the leading crypto exchanges in the LATAM region, series A led by Bitfinex in 2023. Prev. Head of Product at SBPay, and Product Owner at Banco Crédito Inversiones, leading multiple product teams.



JAVI MINGUELLA

CFO

CFO at different tech startups such as Revelock, a Pre-Series B company, and Cafler, a Series A platform. Prev. Senior Corporate Development Manager at Feedzai, a Series D company valued at +\$1.5 billion, and 4 years at Inveready, one of the leading Venture Capital firms in Southern Europe.



YOHANNY CARRASCO

CHIEF OF STAFF



MIKE PETROVICH

DIRECTOR OF PRODUCT



VISHWA KRISHNA

PRODUCT GROWTH MANAGER



AILISH WESTERHOUT

PRODUCT MANAGER



ERIC BAUER

TECH LEAD



DIEGO ZAMBRANO

CUSTOMER EXPERIENCE MANAGER



NICOLAS FELIZZOLA

UX/UI DESIGNER



ALBERT MUNDET

BARCA INNOVATION HUB

BIHUB DIRECTOR AND GENERAL MANAGER



JOE BRYAN

SUPERBET VENTURES

VC AT SUPERBET VENTURES



TOM HORSEY

EONIQ VC

SERIAL ENTREPRENEUR & INVESTOR



ANDREAS MIHALOVITS

MOST ACTIVE BUSINESS ANGEL IN SPAIN



STEFAN LAUER

FORMER EXECUTIVE BOARD MEMBER LUFTHANSA



HOLGER SPRENGEL

ENTREPRENEUR & INVESTOR



RENE DE JONG

SERIAL ENTREPRENEUR & INVESTOR



OLIVER PUHL

SOCIAL ENTREPRENEUR AND ANGEL INVESTOR



FRAN PIERA

SUCCESSFUL VENTURES GP SUCCESSFUL CAPITAL SGEIC

YOUR MISSION

As a **Facility Acquisition Specialist** within CeleBreak's Product division, your primary responsibility is to strategically acquire football fields and facilities in Madrid to enhance our platform value. Given the nature of this role, the city is your office, so you must be willing to constantly visit our existing facility users and acquire new ones, as well as build relations with other strategic actors like the city council. You will directly report to the Director of Product, and work closely with the Product Managers to align the design of facility acquisition strategies with their strategic definitions. By securing additional venues, you'll enable our users to book pickup games, rent fields, and participate in leagues, tournaments, workout sessions, and any other services, features, and solutions that fit the company's product's use cases.



**YOUR RESPONSIBILITIES AS
FACILITY ACQUISITION
SPECIALIST**



STRATEGIC FACILITY ACQUISITION

- Collaborate with product managers to understand CeleBreak's strategic goals.
- Design and execute a comprehensive acquisition strategy for football facilities aligned with the product managers.
- Identify target locations and prioritize acquisition efforts based on user demand and market trends aligned with the product managers.
- Define clear frameworks and methodologies to manage the facility portfolio, ensuring efficient maintenance and acquisition of new facilities.
- Design and execute a comprehensive acquisition strategy for football facilities aligned with the Product Managers and the pricing policies.
- Evaluate the feasibility and suitability of each facility, field, and slot together with Customer Service Specialists, and Customer Experience Specialists.



MARKET RESEARCH AND OPPORTUNITY ASSESSMENT

- Analyze local demand, competitor offerings, and growth opportunities.
- Conduct thorough market research to identify potential football facilities.



NEGOTIATION AND PARTNERSHIP BUILDING

- Establish strong relationships with football facility owners, managers, and stakeholders.
- Negotiate favorable terms for lease agreements, rental pricing, and usage policies.
- Build relationships with the city council and other necessary entities to ensure the opening of new relationships with establishments.



CONTRACT OVERSIGHT AND COST OPTIMIZATION

- Oversee the construction of agreements for each facility.
- Ensure contract renewals and compliance.
- Continuously explore ways to improve margins related to facility costs.

QUALIFICATIONS



EDUCATION AND EXPERIENCE

- Students pursuing a bachelor's degree in business, marketing, engineering, or another related career with a management background.



SKILLS AND COMPETENCIES

- Strong communication and interpersonal skills.
- Excellent problem-solving abilities and a customer-focused mindset.
- Love analytics and financial mathematics.
- Proficiency in standard office software and customer relationship management (CRM) tools.



PERSONAL ATTRIBUTES

- Comfortable speaking in Spanish and English is mandatory.
- Discipline, organization, and accountability.
- Framework oriented person.
- Self-motivated, results-driven, and adaptable.
- Capacity to prioritize and adapt to changes.
- Passionate about sports, especially football.
- Able to thrive in a dynamic fast-paced professional environment.



WHY SHOULD YOU APPLY?

Our vision to build the greatest football-playing community. We are committed to facilitating playing football whenever and wherever you want. You have the chance to help us keep building the greatest football community.

As our **Facility Acquisition Specialist** you will be in charge of all our facilities in Madrid

and thus will shape how our community will perceive the CeleBreak experience. You will have the opportunity to create/ customize and implement any strategies you analyze and find useful to achieve your mission.

THANK YOU