

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

# TEAM



**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

# INVESTORS



**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**