



Job Description

Newtown Partners is an early-stage venture capital firm that actively invests in emerging, disruptive technology startup businesses. Founded and run by successful startup entrepreneurs, Vinny Lingham, and Llew Claasen, Newtown Partners has an entrepreneurial focus that goes beyond investment. The team operates out of offices in Cape Town, South Africa and Sunnyvale, California (Silicon Valley). The firm has a strong track record of investing in successful technology businesses at the forefront of innovation. Newtown's current portfolio of 25 technology startup companies (as at November 2018) have achieved returns of between 2x and 200x over the past 4 years.

We are recruiting for a Venture Capital Analyst to join the investment team in the Cape Town office at Newtown Partners.

The investment team's primary goal is to find and invest in the best technology companies early on as the first institutional capital. In this role, you will identify companies we should meet based on both signals ("what's trending?") and theses ("what do we believe will happen in a specific market?"), contribute to the investment diligence and decision process, and collaborate with the team and startup ecosystem.

Responsibilities

- **Find interesting companies:** proactively identify and screen new investment opportunities and qualifying inbound leads for the firm based on quantitative signals, market theses, and a network of key relationships. You will work with deal partners to identify what signals are relevant, develop predictions about how specific markets are evolving, meet with entrepreneurs and track activity in the startup ecosystems in South Africa, US and select European and Asian markets.
- **Evaluate prospective investments:** assist in the overall diligence on specific companies we are considering investing in, or an entire category of startups we are evaluating. Specific tasks will include capturing notes during pitches, market research, product reviews, competitive analysis, customer/user reviews, analyzing metrics (financial, customer, user, engagement, etc.), understanding the history of a category, and other tasks related to the evaluation of an investment.
- **Assist in managing the Newtown portfolio:** collaborating with the team to support the management of portfolio investments, including regular evaluation and strategy development.
- **Co-author "thought pieces" (in the form of blog posts, presentations, etc.):** work with the team to co-author thought pieces for general consumption as well as for more specific audiences (e.g. corporates, news outlets).
- **Ad hoc research:** Perform business and technology research on markets, companies, and themes that the firm is interested in





Qualifications

Strong academic performance in Undergraduate and Post-graduate degrees, Masters Degree in Finance or STEM subjects preferred.

Ideal Background

- **Persona:** Ideally a combination of a nerdy, fast learner with strong interpersonal skills. Slightly weird and highly contrarian. Intensely curious, highly motivated with an entrepreneurial spirit. Able to fully understand and convincingly argue two competing sides of an argument logically and eloquently. Is not afraid of being challenged on one's ideas.
- **Drive:** Highly driven individual who is a self-starter, needs little guidance and takes ownership.
- **Intense Curiosity:** This role is well suited to informational omnivores with both an insatiable hunger to learn about new technologies and business models and the ability to rapidly learn about a new domain or company category.
- **Analytical Skills:** Strong analytical skills to understand both quantitative data and qualitative evidence as we evaluate investment opportunities, and then communicate results effectively.
- **People Skills:** Outlier IQ and EQ with high empathy for founders; ability to collaborate with colleagues, navigate relationships in the technology ecosystem, and ensure that entrepreneurs have an excellent experience engaging with Newtown Partners.
- **Communication Skills:** Ability to synthesize complex information and communicate in an effective way to different audiences in both verbal and written formats.
- **Execution:** Ability to navigate tight deadlines autonomously, juggle a long list of competing priorities, and move fast without compromising sharp attention to detail.
- **Experience:** working at a tech startup, consulting, investment banking or venture capital/private equity is advantageous.

Remuneration & Benefits

R25,000-R35,000 per month basic, negotiable on qualifications and experience

Share in annual investment performance bonuses

20 days annual leave

Parking bay

Contact

To apply please send your comprehensive CV and a cover letter to work@newtownpartners.com.

If you do not receive a reply to your application within 2 weeks, you may assume that it has been unsuccessful.

