



August 13, 2019

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.

We are recruiting Analysts to join the investment team in our Cape Town office. 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.

ANALYST

Responsibilities:

- Research: Perform extensive initial business and technology research on markets, industries, companies, and themes that the firm is interested in investing in and present and discuss these results with senior investment team members.
- Evaluate prospective investments: screen new investment opportunities and qualify inbound leads for the firm based on quantitative signals, market theses, and a network of key relationships. 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.).

Qualifications:

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

Skills, characteristics and experience:

- 0-3 years post-university work experience
- Advanced MS Excel
- Excellent researcher, able to find and extract key insights from lots of mildly useful online information
- Highly organized, high attention to detail
- High fluid intelligence (problem-solver)
- High interest in startup entrepreneurship
- Strong entrepreneurial spirit



- Not afraid of being challenged on one's ideas.
- Highly driven and pro-active with little need for guidance and takes ownership of outcomes
- Intensely curious with both an insatiable hunger to learn about new technologies and business models and the ability to rapidly learn about a new industry or sector
- Strong analytical skills to understand both quantitative data and qualitative evidence to evaluate investment opportunities
- 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.
- Ability to navigate tight deadlines autonomously, juggle a long list of competing priorities, and move fast without compromising sharp attention to detail.
- Working experience at a tech startup, consulting, investment banking or venture capital/private equity advantageous.

Salary and employment benefits:

- R10,000-R25,000 per month basic, negotiable on qualifications and experience
- Share in annual investment performance bonuses
- 20 days annual leave
- Parking bay

This is a junior-level position that requires no prior work experience. Please send your comprehensive CV 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. Preference will be given to BEE and female candidates to satisfy our diversity goals.