



15 March 2022

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 Cape Town and Johannesburg, South Africa and San Diego, California. The firm has a strong track record of investing in successful technology businesses at the forefront of innovation.

We are recruiting an Associate to join the investment team. 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.

### **VENTURE CAPITAL ASSOCIATE**

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).
- Research: Perform extensive business and technology research on markets, industries, companies, and themes that the firm is interested in investing in.



#### Qualifications:

- Strong academic performance in Undergraduate and Post-graduate degrees
- Post-graduate or Masters degree in Finance, Economics or STEM subjects preferred.
- 3-5 years of Venture Capital or Private Equity experience required.

#### Skills, characteristics and experience:

- 3-7 years post-university work experience
- Good working knowledge of blockchain technologies
- Intermediate to Advanced Financial Modelling skills
- Advanced MS Excel
- Excellent researcher, able to find and extract key insights from lots of mildly useful online information and draw conclusions on the basis of findings across multiple conflicting data sources
- Highly organized, high attention to detail
- High fluid intelligence (problem-solver)
- High interest in startup entrepreneurship
- Strong interpersonal skills
- Slightly weird and highly contrarian
- Intensely curious
- Strong entrepreneurial spirit
- Able to fully understand and convincingly argue two competing sides of an argument logically and eloquently
- 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 synthesize complex information and communicate effectively with different audiences in both verbal and written formats.
- Ability to navigate tight deadlines autonomously, juggle a long list of competing priorities, and move fast without compromising sharp attention to detail.



Salary and employment benefits:

- R50,000-R90,000 per month basic, negotiable on qualifications and experience
- Share in investment performance bonuses
- 20 days annual leave

This is an intermediate-level position that requires no prior management experience. Please send your comprehensive CV to [work@newtownpartners.com](mailto:work@newtownpartners.com).

If you do not receive a reply to your application within 2 weeks, you may assume that it has been unsuccessful. No specific location requirement but Johannesburg and Cape Town based candidates are preferred.