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Newtown Partners is the family office of successful startup entrepreneurs, Llew Claasen and Vinny Lingham. It invests across a range of alternative and traditional asset classes, especially early-stage venture capital to back startups utilizing emerging technologies and disruptive business models.

The team operates out of offices in Cape Town, South Africa, and San Diego, California.

We are recruiting an Investment Principal to join our team. This position is based in Cape Town, South Africa on a 2-days a week work-from-office basis. Successful candidates willing to relocate to Cape Town will be provided with a relocation allowance and support.

The Newtown Partners VC investment team's primary goal is to find and invest in the best technology startups at the Seed and Series A stages. In this role, you will design, monitor, and review processes to identify companies we should meet based on both signals ("what's trending?") and theses ("what do we believe will happen in a specific market?"), as well as processes for the investment decision-making process, investment diligence, post-investment support, and portfolio return management.

You will report to the Managing Partner and VC investment team members at the Associate and Senior Associate levels will report to you.

INVESTMENT PRINCIPAL

Responsibilities:

- **Find interesting companies:** manage a team of investment professionals to proactively identify and screen new investment opportunities and qualify inbound leads for the firm based on quantitative signals, market theses, and a network of key relationships. You will work with the Chief of Staff/Director Investment Operations and the fund manager general 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 Africa, the US, and select European and Asian markets.
- **Evaluate prospective investments:** manage an investment team to plan and perform due diligence on specific companies we are considering investing in based on processes established in cooperation with the Chief of Staff/Director Investment Operations. Work with the Chief of Staff/Director Investment Operations to plan and coordinate pitch reviews, market research, competitive analysis, customer/user reviews, and testimonials, analyzing metrics (financial, customer, user, engagement, etc.), understanding the history of a category, and other tasks related to the evaluation of an investment.



- **Manage a portfolio of startups:** functional responsibility to support portfolio investments, including regular evaluation and strategy development with founders based on processes managed by the Chief of Staff/Director Investment Operations.
- **Content development of “thought leader pieces” (blog posts, videos, presentations, etc.):** Author and co-author thought pieces for startup founder consumption as well as for more specific audiences (e.g. corporates, industry news outlets).
- **Research:** Work with the Chief of Staff/Director Investment Operations to perform and oversee extensive business and technology research on markets, industries, companies, and themes that the firm is interested in investing in.
- **Training:** Work with the Chief of Staff/Director Investment Operations and HR team members to source, onboard, train, and develop startup investment team members along clear, objective career development paths to becoming partners.

Qualifications:

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

Skills, characteristics, and experience:

- 5-10 years of venture capital work experience essential, with at least 3 years of that experience at a senior management level
- 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
- High fluid intelligence (problem-solver)
- High interest in startup entrepreneurship
- Strong interpersonal skills
- Slightly weird and highly contrarian
- 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 proactive 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 English in both verbal and written formats.
- Work experience at a tech startup advantageous
- Experience investing in early-stage venture capital in emerging markets preferred
- Interest in and experience investing in blockchain technology advantageous

Salary and employment benefits:

- Basic salary negotiable based on qualifications, and experience
- Share in investment performance bonuses
- Home office allowance
- 30 days of paid annual leave

This is a senior-level position. 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.