



Role Profile

Senior Ventures Manager

Location

Head Office in Gloucester, GL3 4AH –
Offering Hybrid Approach

Salary

Competitive Package

Contract Type

Permanent / Full-Time

Blackfinch Group is an award-winning investment specialist. Built on over 20 years of investment track record, the name Blackfinch first came into being on the anniversary of Darwin's birth, 12th February 2013. A trusted provider, we work in partnership with advisers. Our businesses cover tax-efficient solutions, early stage investing, managed portfolio services, property financing and renewable energy. As an environmental, social and governance (ESG) investor, we work for a positive impact. We're proud to be entrusted with over £650 million in assets under management.



Purpose of Role

The Senior Ventures Manager role will be working at the heart of an exciting and fast paced ecosystem which reviews new early-stage investment opportunities daily.

With a focus on deal flow they will be responsible for managing and sourcing new opportunities, growing the existing and new relationships with accelerators and founders, performing assessments and writing and presenting investment summaries. In the deal process they will be negotiating deal points, managing and executing due diligence including performing extensive market, competitor and financial analysis, creating cap table illustrations, making reference calls, working with external tax and technology specialists and writing Investment Committee papers. They will work with external stakeholders as required and represent Blackfinch at events and external meetings. And if working on portfolio management they will be building relationships with NEDs, preparing reports and proactively working with stakeholders to resolve emerging issues. This is an exciting senior manager role in a dedicated, hardworking Ventures ecosystem which will also play a key part in the development of the wider team.

Key Accountabilities

- Managing, sourcing and overseeing deal flow generation.
- Identifying and growing relationships with accelerators and other deal flow sources.
- Performing and overseeing assessments on opportunities.
- Negotiating deal parameters on investment opportunities.
- Preparing cap table illustrations and projecting future performance.
- Preparing and editing investment summaries and presenting these internally.
- Working with external experts to assess technology, IP and tax qualifying status.
- Performing and overseeing market, financial and competitor analysis.
- Proactively spotting and resolving issues in portfolio companies.
- Preparing investor reports and working with external NEDs around board meetings.
- Managing analysts and acting as board observer for portfolio companies if required.
- Other duties commensurate with this level as requested by the Senior Team.

Essential Experience & Skills

- Have 5-10 years' experience in the start-up or start-up investment sector.
- Have an insightful commercial mindset and existing network in the start-up sector.
- Excellent interpersonal skills, a flair for negotiation, influencing and persuading.
- An ability to simply articulate complex issues, both in written form and verbally.
- A team player with experience of managing teams.
- An innate ability in pro-actively supporting colleagues.
- Highly proficient with Microsoft Excel, Word and PowerPoint.
- Excellent attention to detail.
- Strong time management and high level of dedication during busy periods.
- Excited by the world of early-stage start-ups.
- Willing to learn fast and adopt new technologies.

Desirable Experience & Skills

- Experience in the financial industry.
- Entrepreneurial mindset or experience.

If you believe you have the skills and experience for this role, we'd be interested to hear from you.

Apply by sending your CV and any other supporting documents to **HR@blackfinch.co.uk**.

If you require any further information about this role, we're here to help, contact us on 01452 717070.

Our Values

At Blackfinch we're working to make a difference in the world. We partner with advisers to meet client and business aims. Inspired by the work of Charles Darwin, we're named after one of Darwin's finches, which influenced his theories of evolution.

Our values of 'adapt', 'evolve' and 'thrive' run through everything we do. We continually adapt to changing markets, providing evolved products so that our customers can thrive. These values inform our work as an ESG investor, working towards a more sustainable future.



Offering a supportive environment, championing continuing professional development and sponsoring staff for qualifications.



One of the friendliest businesses in financial services, supporting our people, customers and investee companies.



Providing opportunities to progress plus to take up benefits, and to get involved in sponsorship and charity work
