



### **Role Profile**

Ventures Director

### **Location**

Gloucester, GL3 4AH

### **Salary**

Competitive Package

### **Contract Type**

Permanent / Full-Time

Blackfinch Group is an award-winning investment specialist with a heritage dating back over 25 years. A trusted provider, we work in partnership with advisers. Our businesses offer 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 £450 million in assets under management and administration.



## Purpose of Role

Exciting opportunity to join a passionate and growing Venture Capital team within Blackfinch that invests in early-stage technology companies.

The Ventures Director role will work closely with the Head of Ventures at the heart of an exciting and fast paced ecosystem which regularly invests in the UK's most promising tech start-ups. They will use their extensive network to generate new deal flow, taking part in events and panels to build the Blackfinch brand. In the deal process they will negotiate Term Sheets, ensure the quality of due diligence, interpret reports from external experts and oversee the preparation of Investment Committee papers. They will work with the internal and external legal teams to negotiate final full form agreement and act as a key contact for founders during the deal stage. They will act as board observer in portfolio companies, spot emerging issues and act to resolve these quickly, engaging internal and external stakeholders as required. And they will draw on their existing network to find NEDs for portfolio companies. This is an exciting senior role in a dedicated, hardworking Ventures ecosystem which will also play a pivotal part in the development of the wider team.

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## Key Accountabilities

- Using own network to source, oversee and optimise the team's deal flow approach.
- Building and creating new relationships with accelerators and other deal flow sources.
- Presenting and taking part in events and panels to build the Blackfinch brand.
- Being a key point of contact with founders of the UK's brightest startups.
- Negotiating Term Sheets and key deal parameters.
- Performing and overseeing assessments on opportunities.
- Leading on Investment Committee papers and presenting these internally.
- Working with internal and external legal teams to agree on deal points.
- Working with external experts to assess technology, IP and tax qualifying status.
- Acting as board observer for portfolio companies, reporting on and resolving issues.
- Preparing investor reports and working with external NEDs around board meetings.
- Identifying, developing and growing relationships with potential new NEDs.

## Skills & Qualifications

To be a successful Ventures Director you will hold at least a 2:1 degree and have circa 10-15 years' experience working in the start-up sector or in Venture Capital with a strong network.

You will be a talented presenter with excellent interpersonal skills including a flair for negotiation and will have an ability to simply articulate complex issues, both in written form and verbally. An insightful commercial mindset and existing network within the start-up sector is key for this role. Experience acting on the boards of early stage companies is advantageous.

With experience of managing teams to maintain high performance, you will be a strong team player and have an innate ability in pro-actively supporting colleagues. Holding a professional finance qualification such as IMC/CAIA/CIMA/CFA would be a benefit.

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

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