



Role Profile

Ventures Director

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 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 as required, spot emerging issues and act to resolve these quickly, engaging internal and external stakeholders. 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.

Key Accountabilities

- Using own network to source, oversee and optimise deal flow.
- Building new relationships with accelerators, VC firms, and other 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 and tax status.
- Acting as board observer for companies if required and resolving issues.
- Preparing investor reports and working with external NEDs.
- Identifying, developing and growing relationships with potential new NEDs.
- Other duties commensurate with this level as requested by the Senior Team.

Essential Experience & Skills

- Have 10-15 years' experience in start-ups or start-up investment.
- Excellent interpersonal skills, a flair for negotiation, influencing and persuading.
- Talented presenter and track record of contributing to panels and events.
- Experience acting on the boards of early-stage companies.
- An ability to simply articulate complex issues, both in written form and verbally.
- A team player with experience of managing teams to high performance.
- Excellent attention to detail and highly proficient with Microsoft Office.
- 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

- Founded a technology start-up.
- Experience in the financial industry.

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
