



## ***Job Description***

**Position title:** Vice President

**Reports to:** Radha Kizhanattam, Investment Director

**Location:** Bangalore, India

**Desired Start date:** Feb 2020

**Compensation:** Competitive (for the right candidate)

An exciting and unique opportunity to apply your business skills and use market forces to make a positive difference in the lives of millions of Indians. You will identify and work with some of the most passionate and committed entrepreneurs, using technology and business model innovation to solve challenging problems and create impact at scale. In addition, you will be a key member of a team of professional investors, entrepreneurs and seasoned executives, shaping strategy and building Unitus as a unique and differentiated investment platform for the future

## ***Responsibilities***

**Deal sourcing: Find entrepreneurs leveraging tech and solving for large problems in healthcare, financial services and employment/education in India**

- Strong understanding of investor and entrepreneur ecosystem in India.
- Create and continuously adjust investment strategies, source deals and build strong pipeline across Unitus's key sectors of investment
- Become an expert in Unitus's key sectors of interest through extensive research, deep domain and ecosystem relationships
- Establish thought leadership through articles and blog posts
- Build new and maintain relationships across the various relevant stakeholder groups in the Indian startup ecosystem: entrepreneurs, downstream investors, upstream accelerators/incubators/angels, advisors and sector experts

**Due Diligence: Understand, evaluate and champion opportunities for investment, internally.**

- Own and drive investment diligence: market research, speaking with industry experts/customers/potential partners/team, comprehensive financial modeling, build comparative theses across sector/geography etc.
- Build conviction, lead evaluation, drive negotiations and help close exciting new investments.
  - Prepare all necessary documents, articulate and present investments in a compelling manner to the investment committee to help drive the investment decision.
  - Understand deal structures and terms clearly. Lead term sheet negotiations with companies.
- Work with fund managers from across the globe through the Capria network, to learn, leverage and implement best practices

**Portfolio: Work with expert venture partners, be intimately involved in strategy, operations and governance issues by occupying Observer positions on Company Boards and partner closely with entrepreneurs as they journey from early revenues through scale.**

- Manage relationships with our portfolio companies.
- Monitor closely progress of companies in the portfolio, support to ensure superior performance against benchmarks and overall great business execution
- Work closely with the portfolio companies and help them with business development, funding, planning, hiring, operations improvement, expansion, etc.
- Follow up with portfolio companies on a monthly/quarterly basis for MIS reports, completion of dashboards, financial statements, cash positions, impact data etc. Proactively analyze and action based on data as the company executes.

**Leadership: Be a part of the team defining the firm's long term strategy, build thought leadership and strengthen the firm's brand recall**

- Exhibit a strong sense of ownership and drive, and motivate others to build something bigger and hugely impactful
- Key member of the firm's leadership, contributing to defining the firm's growth strategy for the next decade
- Lead, mentor and develop existing team of analysts.

## ***Relevant Skills, Qualifications and Experience***

- Bachelor's Degree; MBA or similar degree preferred
- 6+ years of experience in venture capital, investment banking, start-ups and/or at a top-tier management consulting firm
- Strong insider knowledge of the India market and the Indian startup ecosystem
- Excellent commercial business acumen clubbed with strong financial analysis abilities. Evidence of ability to think creatively about business problems and opportunities.
- Excellent communication skills (oral & written)
- Self-starter, comfortable with ambiguity, always curious to learn, has a great eye for detail, is highly quality conscious and takes complete ownership of projects and work products