



## Venture Capital Analyst

### *Shift4Good, Impact Venture Capital Fund*

**Shift4Good is an Impact VC fund** (SFDR Article 9) founded by 4 seasoned investors to invest globally in Mobility and Circular Economy. We are convinced that innovations and startups are powerful instruments to fight climate change and accelerate ecological transition of our economies, in order to build a sustainable future for all. We concentrate on startups and founders who want to make a difference for the planet and build regional / global leaders that will lead and change the world.

Our Impact methodology is especially demanding and disciplined, in order to focus only on startups that are true « game changers ».

Offices are located in Paris and Singapore.

The fund is recruiting a Venture Capital Analyst to join and strengthen the team. The position is to be fulfilled in Paris but Shift4Good operates as one global team. Thus, the analyst works also with colleagues based in other geographies. The position is to be fulfilled in September 2024.

#### Activities:

- She/he is a primary responsible in S4G team for scouting the best investment opportunities and for participating in due diligences of startups, with a focus (but not exclusive) on Europe
- She/he interacts with the startup ecosystem and develop relationships with entrepreneurs, a key success factor of S4G credibility and reputation on the market
- She/he also supports due diligences in other S4G geographies, when required
- She/he leads the production of analysis and argumentation to inform investment decisions, and develop his own recommendations
- She / he co-develops with entrepreneurs their impact plan, a mirror of the business plan outlining the impact of the startup on the environment
- She/he co-leads the set-up of best-in-class venture capital tools and processes
- She/he prepares the support document for Investment Committee decision on potential investments
- She/he participates in interfacing with the stakeholders involved in due diligences to capture the relevant operational insights and build robust recommendations
- She/he is also in relationship with other VC/CVC funds investing in similar themes
- She/he is involved in managing corporate interactions to introduce startups to partners and to collect qualified insights from experts on startups
- She/he analyzes the fund performance and contributes to assessing the investment portfolio value



## **Key performance indicators:**

- Quality of the investment opportunities detected on the market (in Europe)
- Quality of the due diligences (strategic, talent, business, impact, financials)
- Ability to detect early the best investment opportunities
- Quality of the relationships developed with the S4G colleagues across locations and with startups and VCs
- Quality of the relationships and contribution to S4G brand-building with startups
- Level of satisfaction of S4G leadership on the startup sourcing and assessment
- Robustness and efficiency of the key VC processes and tools set-up
- Upskilling of other more junior S4G team members in startup due diligence

## **Skills developed in the job:**

- Business skills
  - Industry and company strategic analysis
  - Venture capital due diligence techniques (strategy, business, talent, impact and financial)
  - Innovation ideas' clustering and assessment
  - Startup valorization methods at different stages
  - Investment term sheets writing
- General skills
  - Project, process and tool management
  - Quantitative and qualitative analysis and synthesis
  - High skills in written presentation design and production
  - Excellent business acumen
- Interpersonal skills
  - Team spirit and high ethical standards
  - Drive, self-confidence and humility
  - Organization and coordination skills
  - Relationships-building
  - Strong external network in the startup ecosystem

**Location:** Based in Paris, possible frequent travel to other European locations and to Israel, possibly to Silicon Valley and Asia. Home office is welcome (2 to 3 days per week).

**Reporting line:** The candidate will report hierarchically to the two General Managers of S4G in Paris, later possibly to a Director of Investment.



## **Profile:**

Graduate from Top Grandes Ecoles / Universities ; minimum 18 months of work experience (internships included) with prior experience in Venture Capital ; passionate about environmental impact ; solid skills in startup due diligence and of key VC processes and tools ; excellent written and oral communication skills ; market and strategic analysis skills ; fluent English and French ; strongly interested in mobility / Circular economy / automotive / maritime, passionate about startups and venture capital and innovation / technology ; ambitious and self-confident while humble.

You will have freedom to tackle your own projects too: optimizing our internal processes, organizing events for startups and investors, getting involved in tech for good initiatives... you name it! In all the things you do, think entrepreneurial and leverage the team as a resource to learn and grow .

If this sounds appealing to you, don't hesitate to apply! We're looking forward to meeting you. Although the position is Paris-based, you will use English a lot in your daily communications, as the team is already very international.

**Come and join us!** You will be entitled to a competitive salary with great prospects for professional development.

Please send your application by email to [contactus@shift4good.com](mailto:contactus@shift4good.com) ONLY in the following form:

1. CV and motivation letter
2. Detailed summary of your VC experience