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Client

Established in 2000, Go4Venture (www.go4venture.com) is a boutique investment bank that specialises in capital raising and merger and acquisition (M&A) advisory services for fast-growing, privately-held, European technology companies, investors and buy-out firms.

Go4Venture is regarded by the investment and high-growth technology community as the advisor of choice for technology companies seeking international venture capital or growth capital financing. To date, Go4Venture has raised over £150m for 30 companies.

As well as having a position of leadership in capital raising services, in the last two years, Go4Venture has successfully developed two new lines of business:

- Securing financing for growth equity businesses; and
- Completing £10m - £50m M&A mandates where technology positioning is key to the successful outcome of the assignment.

Go4Venture's approach is research-strong. It publishes a highly regarded, monthly European Venture Capital activity indicator which is considered a must-read and is subscribed to by over 9,000 technology investors and entrepreneurs from across Europe.

Go4Venture is well known for its work with exciting early-stage technology companies where it has a built a reputation that is second-to-none thanks to robust processes, detailed documentation and a no nonsense (rather than salesy) marketing approach.

The quality and diversity of Go4Venture's clients set it apart from the competition and make for an exciting and fascinating working environment.

As commented in its research pieces, Go4Venture is seeing a strong increase in activity in the private technology company market in Europe. This increase in market activity is reflected in a significant demand for Go4Venture's services in traditional as well as emerging sectors such as clean technology.

Driven by a strong pipeline of new clients and repeat business, Go4Venture is looking to attract the best talent in the market to expand the team at an Analyst level.

Role

A typical capital raising or sell-side M&A project lasts between three and six months and is made up of multiple stages:

- Working closely with the technology client to create investment-grade marketing materials such as business plans, presentations, financial models and summaries;
- Marketing the proposition to financial and strategic investors and acquirers (venture capital firms, corporate venturing divisions of large corporations, private equity firms, family offices and corporations);
- Orchestrating and chairing discussions between the client and prospective investors or acquirers;
- Managing the due diligence process undertaken by multiple interested parties; and
- Advising on and, at times, leading the subsequent negotiations with potential investors / acquirers and their advisors on investment or acquisition terms.

Each project is staffed by an Analyst, Associate Director and Managing Director. The role of the Analyst is to support the Associate Director who leads each project. This typically involves:

- Researching and creating documentation about the client and relevant industry sector;
- Researching and documenting the potential investor / acquirer universe;
- Creating and reviewing client financial models; and
- Helping organise meetings between the client and investors.

In addition, an Analyst also:

- Creates documentation and carries out research and financial analysis to support marketing pitches;
- Helps put together Go4Venture's monthly newsletter; and
- Works on preparing presentations for conferences.

Go4Venture Analysts work closely with senior members of the team and experience early client contact. With success in the role comes a clear promotion path that sees the successful candidate gradually take on more client facing roles. Within time they will have daily exposure to the technology venture capital, entrepreneurial and growth equity communities across Europe at all levels.

Experience

Candidates will be currently working in a TMT investment banking, corporate finance, venture capital, private equity or management consultancy role within a top-tier firm. They will have worked in this environment for at least one year.

It is essential that candidates can demonstrate:

- A track record of gathering and analysing industry sector research, carrying out basic financial analysis and creating investor-grade documentation (information memoranda, investment presentations and other investor information) relating to capital raising or M&A projects for clients with an enterprise value of less than £100m;
- An excellent verbal and written command of English and a second European language (French would especially useful); and
- Strong computer / IS skills.

It is advantageous, but not essential, that candidates have a technology background. At the very least they must be able to demonstrate a strong passion for the technology sector.

Personal Characteristics:

Go4Venture provides critical services to the entrepreneurial, high-growth, privately-held technology company eco-system. This world is extremely fast-moving and incredibly demanding. As such, the role will only suit individuals who are:

- Robust, highly confident self-starters;
- Diligent, hardworking, high-energy overachievers;
- Flexible and personable
- Fast, eager learners; and
- Intellectually outstanding, able to process both highly quantitative data and make sense of large amounts of qualitative information.

Application

Please apply by sending a cover letter and your CV to jobs@go4venture.com with the title of the role you are applying for in the subject.