

## **JOB DESCRIPTION**

Title: Investment Manager

Date: September, 2020

Placement: São Paulo, Brazil

## **PROFILE**

Webrock Ventures is a venture builder that builds digital businesses in Brazil by partnering with successful technology companies in Sweden. We are a dedicated team of entrepreneurs and investment professionals with offices in São Paulo and Stockholm. Our long-term success depends on the ability to fulfil our mission of creating digital companies that have a positive impact on the everyday life of Brazilians. At present, our portfolio has ten technology companies, including the leading marketplace for consumer loans, **FinanZero**, and the #1 digital health company in Brazil, **ViBe Saúde**.

To support our mission and growth, we are seeking an experienced professional to join the Webrock Ventures team as Investment Manager. The Investment Manager will be a key player in our close-knit team, leading our operations in Brazil. The role will take place in a start-up environment in our newly renovated office in Pinheiros, São Paulo, where all our portfolio companies start their growth journey. The Investment Manager will join a Swedish-Brazilian team that values collaboration, open communication, and integrity, and will deal with the exciting and fast-paced world of a venture builder, working with the everyday operations of our portfolio companies. Our greatest assets are our co-workers and we are committed to making sure that the new Investment Manager has all the means to develop both professionally and personally.

The Investment Manager will be responsible for investment transaction-related efforts, leading his/her own investments, which includes developing financial models, conducting market research, meeting with companies and entrepreneurs and attending networking events. The Investment Manager will be expected to formulate investment theses on areas of interest and should demonstrate the ability to establish relationships with company management teams. The role includes all facets of analysis and assessment of potential investments as well as performing portfolio management activities. The Investment Manager is expected to perform all duties in a manner that promotes the mission, values and operating principles of Webrock Ventures.

## **DUTIES & RESPONSIBILITIES**

- Proactively suggest relevant sectors to invest in and assess investment opportunities
- Present investment opportunities, related analysis and proposed course of action in a well-structured manner
- Develop financial models relating to VC financing transactions, restructurings, valuation analysis and liquidity events
- Perform due diligence such as customer and management references, industry research (e.g. market sizing, mapping and competitive landscape analysis)
- Work with the portfolio companies to enhance operations and performance as well as report on portfolio companies' performance
- Represent Webrock Ventures in certain Board of Directors, Investment Committees of portfolio companies
- Create processes and the infrastructure to ensure long-term scalability of Webrock's investment process
- Build a good and extensive network within the VC and PE communities
- Stay up-to-date with the state of the Brazilian economy, current events, market trends and VC-related knowledge
- Enable effective collaboration between our portfolio companies
- Develop Webrock's company culture and community engagement

## **QUALIFICATIONS**

- Well organised, detail-oriented and ability to work under tight deadlines
- Strong business and investment acumen
- Excellent written and verbal communication skills in English and Portuguese
- Ability to communicate complex ideas effectively, both verbally and in writing
- Ability to self-direct, analyse, evaluate and form independent investment judgements about a wide variety of businesses within technology

- Strong financial modelling capabilities
- Thorough understanding of the financial landscape in Brazil, the fintech space in particular
- Experience in private equity, venture capital, corporate finance, strategy consulting or relevant corporate development role. Or, strong entrepreneurial experience (e.g. from launching a tech start-up), in conjunction with demonstrated facility in all financial aspects of transaction-related work

## **PERSONALITY**

- Entrepreneurial-mindset and takes own initiative
- Have the grit to do what it takes to get things done
- Positive attitude and goal-oriented
- Team player with a demonstrated leadership ability
- Integrity and honesty
- Autonomy and respect

## **WHAT WE OFFER**

- A dynamic work environment with a team that is dedicated to the task and passionate about entrepreneurship, technology and driving positive change
- The opportunity to drive impact and be a true partner in every aspect of the business
- The Webrock team's full support and commitment to help you grow both personally and professionally to reach your full potential
- On-boarding and training in Sweden and Brazil
- Introduction to our extensive network of investors and entrepreneurs in Brazil and Sweden
- The opportunity to join Webrock as we expand into other European and Latam countries
- Compensation includes salary and equity

## **ABOUT WEBROCK VENTURES**

Webrock is a venture builder that generates shareholder value by creating joint ventures (JV's) with Swedish-based technology companies to build and develop new, successful companies in Brazil. With proven business models serving as blueprints, the joint ventures benefit immediately from the Swedish JV-partner's technology, know-how and experience, allowing Webrock to build companies at an accelerated pace and with less risk.

Webrock has developed its own process for identifying, analysing, starting and developing joint ventures with significant growth potential in Brazil. To deliver on its strategy, we have a team of experienced professionals and entrepreneurs that combine the financial expertise, operational capability and entrepreneurial spirit needed to build strong, sustainable businesses in Brazil.

As a people-centric workplace, we are a close-knit group of people with a company culture that is highly collaborative and entrepreneurial. We believe that a wide range of perspectives and talent is crucial to creating a richer culture for our team and our companies. We take emotional ownership of every aspect of the work we do, prizing strong subject matter expertise and insatiable appetite to learn.

## **FOR MORE INFORMATION, PLEASE CONTACT**

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