



Investment Professional

CANDIDATE BRIEF

Headquartered in London and Stockholm, Oxx invests exclusively into European B2B SaaS companies at the scale-up stage.

Founded in 2017 by Richard Anton and Mikael Johnsson (ex. Amadeus Capital Partners) and Robert Easton (ex. Carlyle), with a maiden fund of \$133m, Oxx is fast becoming the 'go-to' investor for this segment of the market.

WWW.OXX.VC

INTRODUCTION

Oxx is challenging the ‘growth at all costs’ mindset of growth stage technology investment. It encourages portfolio companies to build sustainable businesses that can retain market dominance, rather than push for an oversimplified, one-size-fits-all ‘growth at all costs’ model. Europe presents a unique opportunity: an increasing number of founders starting their second, third or even fourth B2B software business, and an abundance of highly skilled and relatively affordable tech talent, yet far lower levels of VC investment per capita than the US.

OXX PRIORITISES 5 THEMES IN B2B SaaS:

- Data convergence & refinery, including AI
- The future of work
- Financial services infrastructure
- End-user empowerment
- Sustainable business

All of their investments have clear product-market fit, emerging evidence of business model-market fit, category defining potential and exceptional founder teams. Covid-19 has highlighted the resilience of this model through very strong portfolio performance during 2020.

Example investments include:



Marketing data automation platform for data-driven enterprises



Developer skills assessment platform



Predictive performance monitoring for hybrid cloud infrastructures



Residential lettings process automation

THE OPPORTUNITY



With 6 company investments made so far from Oxx I and two more to go, the raising of Oxx II is now underway.

This is an opportunity to join the diverse 8 person investment team and be based in either the London or Stockholm office.

The role of an Investment Professional at Oxx spans the full investment cycle through origination, business plan analysis, due diligence, analysing interesting industry subsectors, executing transactions and assisting and monitoring portfolio companies. Working in a lean, collaborative and supportive deal team, specific responsibilities include:

- Develop investment opportunity sourcing strategies and execute them systematically
- Review investment opportunities against Oxx criteria and produce a recommendation to the broader investment team
- Carry out detailed analysis and due diligence on selected investment opportunities which are being progressed
- Create a financial model and return analysis for each prospective investment
- With support, produce and present investment proposals to the broader team for investment or follow-on investment recommendation
- Support the investment lead in managing the legal documentation process and external advisors as appropriate
- Monitor and report on the progress of portfolio companies through review and synopsis of board papers, management accounts, budgets etc.
- Assist portfolio companies with specialist advice
- Produce analyses and reports as needed to support third party relationships

SKILLS AND BEHAVIOURS REQUIRED TO BE SUCCESSFUL IN THIS ROLE:

- **Strong Product Orientation.** Recognises what makes a great software business; understands products and propositions, and their fit with market needs. Likely to be acquired working in a software business (start up or 'corporate academy') or at another tech investor
- **Analytical, numerical and investigative skills** for deal sourcing. Could be acquired through time spent in Strategy Consulting or Corporate Finance.
- **Natural networker and relationship builder.** Interacts with a balance of confidence and humility
- **Relentless curiosity,** resilient but not at the expense of flexibility, creative, including 'out of the box' thinking
- **Judgement and decision making skills,** including asking questions as appropriate, remaining objective, prioritising pros and cons and being prepared to take calculated risks
- **Negotiation and influencing skills.** Asking questions, standing up for own ideas, seeking input
- **Results focused.** Hustling and driving things forward
- **Effective navigator** with efficient project management, including getting involved at a detailed level where appropriate
- **High intellect.** Possible indicators include academic and/or business qualifications from leading universities/ business schools
- **Team working and respect for others.** Keeping people informed, bouncing back from setbacks, having fun along the way



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