

Senior Investment Manager

About the Role

You will play a fundamental role in supporting businesses throughout their investment round working closely with the rest of the Raising Partners Investment team and our clients as we continue to grow. You'll be directly responsible for leading on Raising Partners investment rounds across Angel, Venture and Crowdfunding campaigns and maintain Raising Partners reputation for delivering excellent outcomes for our clients and advancing the entrepreneurial ecosystem. We see this role expanding rapidly over the next 12 months with clear professional development into our Angel and Venture investment arms of the Raising Partners brand as well as senior leadership growth to head our investment team.

Day to day you will:

- Be the lead investment professional working with our clients to execute on their fundraising campaigns
- Produce best-in-class investment assets including investor decks and investor communications
- Lead on advising our clients on best funding strategies tailored to their desired outcomes and adapting strategies as our projects progress
- Advise clients on valuation analysis, competitive landscape and financial models, working closely with our legal and accounting teams to support our clients as much as possible
- Build lasting relationships with our clients that foster repeat business and referrals
- Work closely with the rest of the investment team to introduce clients to relevant investors and/or the Raising Partners Angels network and support clients with pitch preparation
- Advise clients on best-practice processes when raising investment, sharing knowledge and guidance on due diligence, investor questions, pitching and closing the round. Your role is to hold our client's hand through the entire process end-to-end
- Lead weekly client review calls advising on investment strategy to ensure projects are progressing as planned
- Continuously build the Raising Partners investor network and promote the wider Raising Partners brand across the early stage entrepreneurial ecosystem
- Produce thought-leadership content across all mediums (website, social, video & audio) continuing to build on the Raising Partners brand as experts on all things early-stage investment

This role is a remote role for the foreseeable future due to the coronavirus pandemic. Raising Partners have a presence UK-wide with offices in London and Edinburgh. Permanent remote working is considered. You will be required to travel on occasions to meet with clients and attend speaking opportunities and networking events. Being remote doesn't mean you will be alone. You will be working directly with the rest of the team on a daily basis and will play a key part in the company's growth and future.

Experience

Requirements:

- Passion for entrepreneurship and advancing the entrepreneurial ecosystem
- Experience raising early stage investment either as an advisor, corporate finance professional or working in an early stage investment fund
- Experience writing and producing investor memorandums and documents
- Financially fluent with experience analysing, interpreting and building financial models
- Experience critically analysing investment opportunities and investment due diligence
- Project Management and/or Account Management experience

Skills & Qualities:

- Excellent organisational skills and a confident, clear communicator
- You're highly motivated and enjoying taking ownership of projects from start to finish
- Confident working closely with c-level executives, entrepreneurs and founders
- You're hardworking and thrive in a diverse, fast-paced environment
- You're ideal day at work is one which is full of variety and you enjoy executing and completing tasks and projects to the best of your ability
- You love seeing a variety of businesses and drawing on your depth and breadth of knowledge to provide people with solid, valuable and impartial guidance and strategic advice

Culture

A happy and positive company culture is a priority to us at Raising Partners. As a growing team, it's really important to us that not only do we deliver great work, but we have fun. Mental and physical health is never taken for granted and our team is our biggest asset.

We have a team call every morning *we used to do this in person* where popular themes of discussion before we get down to the business of the day include:

- What we had for dinner and any general meal inspiration
- What we're watching/reading/listening to and any recommendations - we all recently binged watched Young Wallander on Netflix and highly recommend
- Cool/interesting businesses we've seen

Benefits

- Salary - £42,000 - £50,000 DOE with clear professional development and regular pay reviews as the role expands
- 28 days holiday (including Christmas Eve + New Year's Eve) + bank holidays
- Remote working
- Summer half day Friday policy June - September
- Discount on nationwide travel and tech including Virgin Trains, Trainline, Samsung, BT and Apple

Our policy is to employ the best-qualified people and provide equal opportunity for the advancement of employees including promotion and training and not to discriminate against any person because of gender, race, ethnicity, age, sexual orientation, religion, belief or disability.

About Raising Partners

Our Purpose - To advance the entrepreneurial ecosystem in the UK through access to capital.

We exist to empower entrepreneurs and increase the number of start-ups that receive early-stage investment.

Through our core services, we level the playing field and empower entrepreneurs through expert guidance and education to give them clarity, confidence and conviction when it comes to raising investment.

Our angel syndicate enables active investors to access high-quality, qualified investment opportunities that have been through our rigorous fundraising processes, unique to Raising Partners Angels.

As a result of our impact working with entrepreneurs and investors at all stages of the investment funnel, the number of startups that progress to future stages of investment increases and the entrepreneurial ecosystem is continually energised.

