



## **Job Announcement: Associate/Principal**

### **POSITION DESCRIPTION**

[ID Ventures](#) (IDV), one of the most active pre-seed and seed investors in the Great Lakes region, is seeking an experienced venture professional to join their investment team. The ideal candidate will play an important role on the team from day one with a career path that offers a future Managing Director opportunity. Our mission is to serve Michigan entrepreneurs through investment and guidance and to be intentional about providing equitable access to capital.

This is a fast-moving team that requires a passion for investing and building relationships across the entrepreneurial ecosystem. The right candidate will have responsibility for leading due diligence, fostering our technical/investing advisory board, and helping support our portfolio of over 100 active investments. The right candidate is dedicated to growing the Michigan startup and venture ecosystem.

This role requires significant engagement in the community, participating in start-up events and programs that assist early-stage high-tech companies. We invest early, thus this team member will enjoy identifying and developing connections with founders across the state of Michigan and help coach start-up teams to prepare for investment. The ability to build and nurture follow-on investor relationships is also critical to the success of our portfolio.

As the number of our funds under management continues to grow, and the number of companies in our portfolio increases, we continually look for assistance in improving our systems for managing pipeline and portfolio success. This role has tremendous opportunity for personal and professional development.

### **ABOUT ID VENTURES**

ID Ventures, the venture team of Invest Detroit, has been investing in early-stage Michigan-based start-ups since 2010. Having invested in over 185 companies over the past decade, ID Ventures is often the first stop for entrepreneurs seeking experienced, supportive institutional capital.

IDV manages for-profit and non-profit early-stage investment funds, deploying several million in capital per year across a wide variety of industries. With equitable capital access as a core value, our venture funds and programs deliver resources and create opportunities for women, minorities, and immigrants. Our work is based on the philosophy that while we cannot invest in every entrepreneur we meet, but we can assist every one of them. Our seven-person

investment team is committed to supporting the entrepreneurial ecosystem with capital, on-going mentoring, and community engagement.

ID Ventures is part of Invest Detroit, an organization with a 20-year history financing economic development with \$200 million in funds. Working in a collaborative environment with Invest Detroit's 40-member team, ID Ventures is committed to investing in companies that make an impact on the Michigan economy and doing our part to create equitable opportunity in the ecosystem by supporting diverse founders and founding teams.

#### **WHAT YOU'LL BE DOING:**

- Touch all aspects of deal flow from sourcing new investment opportunities to investment execution.
- Screen entrepreneurs' pitch decks and conduct screening calls with entrepreneurs
- Evaluate investment opportunities by evaluating team, analyzing market and financial data, develop capital modeling scenarios, and conduct due diligence calls.
- Present deals to management and our investment advisory committees for approval.
- Identify key risks for investment opportunities and existing portfolio. Work with entrepreneurs and community to reduce critical funding, scaling, or operational challenges.
- Actively support entrepreneurs in the pre and post funding stages
- Develop a network of investor relationships with other venture capital funds to help build syndicates and for future funding rounds of our portfolio companies.
- Represent the team at events and in programs that help build the tech start-up ecosystem. Commit to and deliver ID Ventures' message of inclusive investing – supporting women, minority, and immigrant founders.
- Manage tracking of existing portfolio and investment metrics.
- Assist portfolio founders whose companies are moving toward later-Seed and Series A rounds with positioning their startups for competitive rounds.
- 'Roll up the sleeves' team member, helping with programming, reporting, and whatever needs to get done to drive our mission forward.
- Mentor junior members of team to develop investment acumen and portfolio management capabilities.
- Contributing to our goal of managing a fully sustainable evergreen fund, which includes assisting with fundraising and supporting our LPs.

#### **THE IDEAL CANDIDATE (OR WHO WE ARE LOOKING FOR):**

- Be primarily located in Michigan.
- Bring a unique set of skills, experiences, and knowledge to current team.
- Drive, evidence of ability to grow/learn quickly.
- Demonstrated venture investment experience including deal evaluation and deal execution, minimum of two years highly preferred
- Existing network of Seed, Series A & B investors for follow-on round syndication

- Operational experience at a start-up or in high-growth company, or equivalent entrepreneurial related experience
- Financial modeling and cap table analysis skills
- Demonstrated interest and/or passion for technology
- Desire to work with young and/or inexperienced entrepreneurs to help nurture future investment opportunities
- Enjoy networking and developing relationships across the start-up ecosystem including other investors, accelerators, service professionals, universities, etc.
- Core values include equitable access to capital.
- Strong analytical capabilities and pattern recognition. Quickly learn key metrics and market drivers for diverse industries.
- Intelligent, hard-working, team-minded individual that can deliver on the details but enjoys strategic thinking and building towards the future.

*The title of this role can be at either the Associate or Principal level depending on previous experience. Salary range for an Associate is \$80,000-115,000 and Principal \$120,000-150,000.*

**To Apply**

If interested, please fill out the [brief ID Ventures Google Form](#) here and upload either your resume and/or provide your updated LinkedIn profile.

Invest Detroit offers a competitive salary and benefits, commensurate with experience and skills. Invest Detroit is an equal opportunity employer committed to diversity in the workplace.