



Venture Capital Associate Business Software & Internet-Enabled Services

Company

TVM Capital is a leading European - U.S. venture capital company. We create transnational businesses which enjoy access to science, management talent and capital on both sides of the Atlantic. Our investment focus is on early stage technology companies in two industries: Information & Communication Technology (Tech) and Life Science (LS).

TVM Capital was founded in 1983 and has offices in Munich (Germany) and Boston (USA). The firm is a private partnership with about 50 employees. Since its inception, TVM Capital has raised over €1.4 Billion in investment capital in six generations of funds. TVM Capital funds have made investments in more than 240 technology companies in 10 countries. Over 40 of these companies have gone public. They include the first German company to go public on NASDAQ (Qiagen, 1996) and first dual listing of a company on NASDAQ and Neuer Markt/TecDAX (SCM Microsystems, 1997).

TVM Capital combines the energy and excitement of building start-ups into fast growing and lasting international businesses. The firm takes a long-term view with respect to its investments, and is committed to people and innovation. Working at TVM Capital means contributing and learning as part of a dedicated and energetic team of professionals with significant operational and management experience.

The Information & Communication Technology team at TVM Capital is seeking an **Associate with a focus on Business Software & Internet-Enabled Services** for the Munich Office.

Responsibilities

Deal Sourcing and Deal Flow Management: You will work closely with Investment Managers and Associates in the Tech Team in both locations. You will spend considerable time on the road within Europe, talking to people, finding great entrepreneurs and bringing them and their companies to TVM Capital. You will review business plans, analyze business models, and participate in decisions on which projects to pursue for further Due Diligence.

Due Diligence and Deal Making Support: You will take part in the deal making process. This entails supporting Investment Managers in completing Due Diligence, including competitor, technology and market analysis, taking part in on-site visits, analyzing upside potential and making reference calls.

Market Coverage and Portfolio Coaching Support: You will follow developments in selected markets and competitors of TVM Capital portfolio companies, as well as analyze new business models and technologies. This responsibility also includes visits to trade fairs, industry conferences and other important events to gain market insight, identify investment opportunities and help grow TVM Capital's network of contacts. Building upon such know-how you will develop a direct relationship with portfolio companies in the coaching and strategy execution process.

Portfolio Analysis: You will also support our financing team in tracking our publicly listed investments, valuing companies and setting target prices for the sale of our holdings in the exit process.

Requirements

The ideal candidate has:

- An **engineering undergraduate** in Computer Science, Informatics, Software Engineering, or Electrical Engineering;
- An **MBA** or other business degree with a focus in Strategy, Finance, or Marketing;
- **5 or more years of operational experience in product management, business development, or outward-facing CTO roles in great Enterprise Software product companies and/or successful dot-com/Web 2.0 startups;**
- Strong **analytical skills** and understanding of business models, technology and market dynamics;
- A track record of being a self starter, working well in teams, strong personal and communications skills, and **proven acceptance by senior level contacts;**
- **Fluency in English** is required for the position, basic knowledge of German an advantage

Contact

For further information please visit our web site at <http://www.tvm-capital.com> or contact Mr. John Chapman at Tel. +49 89 998 992-34, chapman@tvm-capital.de.