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| Venovate Marketplace | Deal Manager |
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About Venovate

Venovate is taking investing in the private market to the next level. We are building a new type of platform, making investing in alternative opportunities easier, safer, and smarter.

Alternative asset investing is one of the biggest emerging trends in financial services – representing a \$20 trillion market opportunity. Recent legislative changes, triggered by the JOBS Act, paved the way for Venovate to disrupt how money is raised and invested.

Our executive leadership team has extensive experience with building online stock trading services and is uniquely qualified to make investing in alternatives just as easy. Venovate is headquartered in San Francisco. We are looking for qualified and driven professionals to join us on our mission to lead the way to smarter alternatives.

About Venovate Marketplace

Venovate Marketplace, a registered broker-dealer with FINRA and member of SIPC, matches qualified institutional buyers and accredited investors with private placement investment opportunities to make raising capital easier than ever before. Our platform enables the discovery, evaluation, purchase, and settlement of private company stock, funds, and other alternative investments.

About the Job

Summary

As a member of the Venovate Marketplace team you will be responsible for managing a portfolio of alternative funds and private company listings, as well as the ongoing relationship management of our listing clients.

This position interfaces directly with managers and executives of alternative funds and private companies. You need to be able to confidently communicate Venovate's investment philosophy, product offering, and the value we add to the process of fundraising for alternative asset classes. You will own a listing from the initial submission to the close and settlement of the transaction.

This position reports to the President of Venovate Marketplace.

Duties & Responsibilities

- Interacting with private company and alternative fund managers and executives, facilitating the listing of their fundraising efforts on Venovate Marketplace
- Collecting and reviewing the required information for listing an investment opportunity
- Managing technology driven due diligence as part of the listing approval process

- Interfacing with our external due diligence service provider for the deeper 1022 FINRA obligations
- Driving the transaction process from an operational perspective, all the way to close and settlement
- Ongoing monitoring of listings

Personal Characteristics

- Strong general business acumen
- Professional, confident, and a very hands-on mentality
- Ability to work effectively within a dynamic and high-pressure environment, delivering results under tight deadlines
- Outstanding communication skills (both verbal and written), effective negotiation and interpersonal skills
- At home in a dynamic and expanding organization
- The highest ethical standards

Background & Experience

- Minimum of 5 years experience and a proven track record in investment banking, venture capital, or alternative assets
- FINRA Series 7, 63, and 79 or 83
- Bachelor's degree in finance, economics, business administration, or related area is preferred
- CFA, CPA, J.D., MBA is a plus
- Fluency in Microsoft Office Suite (Word, PowerPoint, Excel), Salesforce CRM
- Willingness and ability to travel

We offer

Venovate offers a competitive base salary, comprehensive benefits including health care, dental and vision, flexible savings account, 401(k) plan participation, generous vacation, equity based bonus and stock options commensurate with experience.