

Venovate Marketplace

Sales Intern

August 2014

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 sales team you are responsible for driving the firm's efforts at the top of the sales funnel. Your tasks include sourcing qualified prospects, making initial contact, and escalating leads to senior sales team members.

You will often be the first impression the prospect has of Venovate. Accordingly, you take pride in delivering an outstanding experience to demanding clients, and you strive for above-average levels of client satisfaction and conversion.

This position reports to the President of Venovate Marketplace.

Duties & Responsibilities

- **Sourcing:** research the internet and other relevant sources for new leads and develop prospect lists
- **Contact:** initiate contact with key leads on the prospect lists to set up warm opportunities for senior sales team members to take over the sales process

- **CRM:** create and maintain contact information using our customer relationship management (CRM) system, Salesforce
- **Research:** conduct market research as needed
- **Assist:** assist with the creation and execution of sales and marketing campaigns

Personal Characteristics

- Strong general business acumen
- Professional, confident, and a very hands-on mentality
- Precise and diligent, with a keen eye for the details that matter
- Polished, articulate, and trustworthy demeanor and presentation
- Ability to work effectively within a dynamic and high-pressure environment, delivering results under tight deadlines
- Outstanding communication skills (both verbal and written)
- At home in a dynamic and expanding organization
- The highest ethical standards

Background & Experience

- Minimum of 1 year experience and a proven track record in dealing with clients in financial services, preferably in a sales role
- Bachelor's degree in finance, economics, business administration, or related area
- FINRA Series 7 and 63, or a willingness to obtain these within the first month
- Affinity with and understanding of alternative investments, like private equity, venture capital, hedge funds, infrastructure, natural resources, and real estate opportunities
- Fluency in Microsoft Office Suite (Word, PowerPoint, Excel), Salesforce (or similar CRM)

We offer

The sales intern is a paid contract position targeting 40 hours a week with the opportunity to convert into a full-time sales position in the future.

For full-time employees, 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.