



## **Associate, Corporate Venture Capital** *Launch New SaaS Businesses Using a Successful Platform!*

This is an incredible opportunity for a candidate with an entrepreneurial spirit and several years of venture capital, investment banking, or technology consulting experience to take a step up in your career with a global industry leader. Meltwater Group is a respected and key player in the software as a service (SaaS) space since 2001 and with the new arm of our company, Meltwater New Ventures, we are putting a plan in place to create new business units each year via investments, acquisitions, and strategic partnerships. In addition to a competitive salary and bonus, you will have the opportunity to receive equity in our new venture companies.

As an Associate based out of San Francisco, CA, you will be responsible for identifying, evaluating, and developing new business units of strategic interest to Meltwater. Your leadership and initiative will make you successful in this autonomous role, while at the same time having the mentorship of the President, Charles C. Wu, a recognized investor in the technology industry with over 15 years of experience in venture capital and private equity.

Founded in Norway in 2001, Meltwater Group is an employee-owned SaaS provider with over 12,000 clients worldwide. The company has over 600 employees and 42 offices on six continents. The vision of the Meltwater Group is to develop companies that enter high growth markets where innovative technology enables new players to challenge existing business models. Meltwater New Ventures is the newly formed arm of the Meltwater Group with the mission of creating new business units that can leverage our existing sales channels on a global scale. This will be accomplished through investments, acquisitions, strategic partnerships, and in some cases product development.

**Your primary mission** as an Associate will be to research, analyze, and execute on strategies to enter new markets through investments and acquisitions.

- Demonstrated understanding of software industries will be necessary as your focus will be on organizations within the business-to-business software as a service (SaaS) space.
- Competitive/ market analysis skills and experience will be beneficial to your success.
- An MBA from a top business school will put you ahead of the game, although is not necessary if you have relevant professional experience within corporate ventures/investments.
- Your network of contacts in Silicon Valley will allow you get a jump start in your role and a network within Europe will be an added plus for our global organization as we look to cast our net wider both in the U.S. and Europe.
- An entrepreneurial state of mind is required as you build a business plan and your innate drive to succeed will allow you to meet goals and objectives.

To apply for this position or refer someone you know, please use our online interview system managed by Accolo by clicking the following link: <http://jobs.accolo.com/15883>