**Venture Analyst**

For Rev1’s portfolio companies there’s nothing more critical than securing early customers to validate their businesses and fuel their growth. The **Venture Analyst** will lead the effort to provide product, market, and team direction to startups to build great companies.

The successful candidate will have a strong entrepreneurial background and experience identifying the right market and business model for growth. Reporting to the SVP Entrepreneur Development, this team member will work cross-functionally with the venture development, marketing, and investment teams to drive portfolio company success.

Responsibilities:

* Prepares portfolio clients to:
  + Assess and validate product, market, and business.
  + Build a high growth business model.
  + Execute a strategy for product development, customer acquisition, and business feasibility.
  + Supports company through additional start up and early growth stages.
* Designs and implements Venture Acceleration strategies and programs for Rev1 portfolio companies.
* Networks with relevant industry groups and regional organizations to represent Rev1 Ventures.
* Assists clients to identify and attract appropriate advisors, consultants or executives to fill gaps.
* Tracks and reports on progress of portfolio business development efforts, providing weekly and monthly forecasts and analysis on trends.

Skills and Experience:

* Experienced. Bachelor’s Degree in related field with 2-5 years of demonstrated success with multiple, tech-based software products. Startup, product management, project management, sales/business development experience a plus.
* Strategic, yet tactical. Can think strategically and then build a tactical scope of work and plan to meet key objectives. Comfortable with complex concepts, breaking them down into easy-to-understand ideas.
* Accountable. Rev1 is a data-driven organization and overall team success requires individual responsibility to identify, document and report consistently and accurately on specific objectives and outcomes.
* Entrepreneurial. Understands the stress and concerns entrepreneurs face as well as the art and timing of partnering and exit strategies. Experience with early-stage funding dynamics a plus.
* Team oriented. Comfortable working in cross-functional teams and can lead, collaborate with and direct others. This position requires significant creativity, judgment and latitude in accomplishing established objectives.
* Great communicator. Highly professional at all times with excellent verbal, written and presentation skills. Has the maturity and common sense to listen well, advise, demonstrate and mentor.
* DIY. Comfortable taking the lead and managing a process from start to production and delivery, leveraging internal and external team connections. Is willing to self-educate in fields that are outside personal experience.
* Highly connected. Has a strong entrepreneurial network and skilled at growing a network of appropriate individuals with whom client companies can meet.

What’s in it for you:

* Competitive compensation package comprising a base salary plus performance-based bonus (DOE)
* Collaborative work environment
* Access to the hottest tech startups and trends
* Generous paid time off
* 401(k) matching
* Health, dental, vision benefits

**About Rev1 Ventures**

Rev1 is a seed-stage venture development organization that combines investment capital and strategic services to help entrepreneurs build products people want and companies that succeed. Our seasoned, data-driven team delivers early market validation for startups, helping them lay the foundation for scalable growth with the skills to evolve their product, sell to customers and build the right team. Rev1 manages a continuum of investment funds from corporate, community and innovation partners, as well as the Ohio Third Frontier. Rev1 is committed to creating a diverse environment and is proud to be an equal opportunity employer.

**Interested candidates should submit all cover letters, resumes and inquiries to the following email addresses:** [MikeB@rev1ventures.com](mailto:MikeB@rev1ventures.com)

[Matt@rev1ventures.com](mailto:Matt@rev1ventures.com)