



VALIANCE

Investment Principal

Purpose of the Role

The Investment Partner's focus will be to work with the Managing and Operating Partners and other members of the Investment team in identifying companies that fit the Valiance investment profile, negotiate and secure the investment and help manage these companies once in the Valiance portfolio all the way through their exit.

Being a strong process leader, s/he will also need to be able to assess company strategies, product development and sales effectiveness in order to identify opportunities in the market.

Over the life of the investment(s), s/he will take the lead in monitoring positions and progress, defining and executing additional funding strategy and help identify/structure an exit. This will involve developing close relationships with both the management of the portfolio companies but also with our venture partners / co-investors.

S/he has a clear understanding of current and future trends in MedTech, healthcare and disruptive life sciences markets.

This position will report to the Managing Partners.

Key Activities

External Market Environment

- Maintain a robust knowledge of the life sciences sector (in particular MedTech) by understanding literature and gathering feedback from key industry players
- Identify industry trends in line with Valiance strategy in life sciences: innovative therapeutic areas, health economics challenges & opportunities, M&A activity, regulatory environment, etc.

Networking

- Maintain and expand Valiance's existing network (industry veterans, KOL's, successful entrepreneurs and management teams) in the life sciences space by attending industry specific/ investor conferences and help source new emerging technologies
- Build partnerships with other leading life sciences/MedTech investors with a view to forming successful syndicates

Sourcing/Portfolio Pipeline

- Identify, review/test & analyze the potential in MedTech ventures by being able to see the potential of the market, the management team, the technology and the exit pathway
- Conduct formal due diligence processes with special emphasis on technology potential & risk for early stage MedTech ventures, in coordination with the investment team
- Design optimal investment structure and negotiate investment terms, including valuation and governance rights

- Together with the Operating Partner, communicate and defend investment cases and due diligence conclusions in a compelling manner to the Investment Committee
- Continuously monitor progress of potential future/pipeline investments

Managing & Monitoring Portfolio

- Track performance of portfolio companies according to defined milestones and ensure strategic priorities are aligned with Valiance's objectives
- Support management teams of Valiance portfolio companies in the execution of their strategy by i) taking Board Director roles, ii) identifying talent gaps and opportunities, iii) surrounding the respective management teams with industry experts/advisors from the network, iv) sharing best practices and experience from other investments and v) fostering external validation of the management team strategy
- Defend best interest of Valiance in any financing or return-impacting event and make recommendations to the Investment Committee in order to assess participation in potential future funding rounds

Exits

- Investigate life sciences subsectors, forming a view on possible exit potential
- Assess exit windows (via M&A mainly) thanks to knowledge of potential buyers' requirements and appetite
- Help facilitate exit discussions and terms negotiation

Critical Success Factors

- Clear understanding of the portfolio companies and their business environment
- Establish relationship with Valiance Partners and Management Teams
- Review and assess pipeline opportunities for next fund
- Become a solid leader for new and existing member of the investment team
- Establish a teamwork approach with rest of investment and management and operating partners
- Become an ambassador for Valiance to the external world

Professional Experience/Qualifications

As part of the firm's growth objectives, we are looking for somebody with strong investment banking/private equity or strategic consulting experience and knowledge and interest in life science who ideally has a combination of background and can hit the ground running straight away. Alternatively, s/he can come from a medium to a large MedTech company where s/he has played a critical role in the due diligence and acquisition/divestiture processes of the M&A team.

This is an ideal role for somebody who believes in the firm's mission for sustainable and mindful growth and in being part of a smaller firm with an operating culture.

Required experience includes:

- Experience in investment analysis and portfolio management, ideally private equity
- Strong financial acumen & corporate finance
- Expertise in life sciences, preferably MedTech
- Track record in value creation
- Ability to design and process and commit to timetables

- Resourceful to lead projects independently
- Recognizes indicators of successful management teams (leadership skills, track-record, performance, market reputation) but can also identify early any pitfalls (e.g. lack of commercial acumen)
- People management & development experience (manage, coach and develop Associates or Analysts)
- Stays wired by pro-actively contacting the network and reaching out to management teams of companies with potential new investment opportunities
- Experience in managing and networking with external advisors, ideally in healthcare KOLs, medical experts, MedTech industry players) to identify attractive early stage life sciences opportunities (from Series A) and to assess their potential
- Lives and breathes the life sciences innovation world by developing close ties and remaining connected with successful founders/innovators/entrepreneurs
- Interest & Knowledge in areas such as cardiology, vascular, respiratory, neurostimulation, critical care, robotics/AI

Leadership Characteristics

Strategic Thinking:

- Ability to define and execute strategies in line with short- and long-term objectives of Valiance

Result Orientation:

- Ability to successfully deliver results, manage performance and create value

Ability to Network:

- Strong networking attitude with pro-active reach to influencers and key industry players in the MedTech, healthcare and disruptive Life Sciences markets

Strong Communicator:

- Excellent interpersonal skills, ability to build long-lasting relationships with entrepreneurs, physicians and industry experts (considered an “insider”)
- Communicative and collaborative mindset with the rest of the Valiance team

Entrepreneurial & Independent

Resourceful & Creative

Agile

Pro-active & Hands-on

Ability to progress to the next level

Believes in the values of Valiance

Education

- Bachelor’s degree preferably in Biomedical Engineering, Clinical Therapy Development, Health Economics, Route to Market, Marketing, or Product Development
- MBA preferred

Contact

If you would like to join our team, please get in touch [**Enquiries@valiance-am.com**](mailto:Enquiries@valiance-am.com)