



BLUE NEXUS VENTURES

FOR IMMEDIATE RELEASE

Blue Nexus Ventures
January 21, 2024

Job Description
Managing Partner - Full-time

Blue Nexus Ventures enables transformational opportunities to companies by bringing unique industry experience, insights, and guidance to fuel growth. We provide exit liquidity to transitioning owners and maintain legacies for local economies. Our mission is simple: To identify blue ocean markets essential to global prosperity. People are our best investment.

Scope of Work

As a Managing Partner for the Blue Nexus Ventures *Constellation Fund*, you will hold a Senior Executive role with the primary responsibility of crafting and executing strategies to secure equity capital for our acquisitions. In this position, you will spearhead efforts to raise funds from diverse investors, foster and nurture these relationships, and ensure the availability of adequate equity to bolster our investments. Key attributes of the position are:

Capital Raising

- In this role, your focus will be the development of our first fund. Your track record of cultivating relationships with institutional and high-net-worth investors to raise capital will be critical to your success in this role.
- You will develop and implement a comprehensive capital-raising strategy and effectively communicate our value proposition to prospective investors.
- Steward LPs with the objective of developing an enduring capital base.
- Support ongoing marketing strategy of fundraising to build long-term relationships with crucial investor contacts.
- Oversee the development of all presentations and written proposals, including pitch decks, investor presentations, and additional ad hoc communication influencing the capital raise strategy.

Fund and Investment Management

- Lead idea generation, structuring and sourcing of investment opportunities.
- Engage with the team to provide deal analysis drawing on your experience of the investment life cycle, from acquisition to exit.

- Manage investor due diligence process, including business, financial, legal, and technical due diligence.
- Ensure timely and accurate delivery of all investor reporting, including quarterly reports, annual impact reports, and customized L.P.-specific requests.

GP Leadership

As a GP, you will impact all areas of the organization. You'll have the opportunity to influence how BNV structures the day-to-day operations, works with the portfolio companies, and attracts future talent.

This unique opportunity to launch and grow a new PE firm might be a good fit for you if you have the following:

- B.S. Degree in finance, accounting, marketing, or business. MBA preferred.
- 5- 10+ years of professional experience as a lead fundraiser, with at least 1 exit.
- Experience attracting, managing, and developing a team, preferably in the finance sector.
- Strong, clear writing skills and adaptive verbal communication and facilitation skills, including sharp attention to detail.
- This remote position requires working independently and managing competing deadlines while collaborating with others.
- Experience working as or with entrepreneurs. You have a passion for the entrepreneurship process and a desire for others' businesses to succeed.
- Serving as a Board of Directors member with one or more second-stage companies in the tech industry.
- Our team is based on the East Coast; therefore, the ability to work on EST is essential, and travel to Boston and New York for team meetings may be required.
- Additional travel for capital raise, investor, and portfolio company management as needed.

What We Offer

- Equity-Based Compensation Package: salary once funding is secured.
- Includes GP Carry.
- Opportunity to contribute to the direction of the new fund and manage the marketing strategy.

Contact

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