



Special (Corporate) funds - Senior investor (Partner) scorecard

Summary

- Shape and manage the Special funds vertical :
 - Manage the existing Funds (3 funds, around 15 startups)
 - Lead investment process for Allianz funds (30M to deploy)
 - Bring the Special Funds verticale to the next level (from 100M AUM to 300M AUM)
- Drive performance and manage business synergies with our Corporates
- Manage the dedicated Investment team
- As a member of the investment team and as a Partner, participate in Serena's internal and external impact : reputation, visibility, influence...

Intro

Serena is a French fund based in Paris and mostly focusing in vertical software, fintech, insurtech, data/AI, consumer and impact companies since 2022.

Since 2012, we have invested in 60 companies as La Fourchette, Dataiku, Malt, Evaneos, Cheerz, Lifen, Descartes, Powder, CybelAngel, Odaseva.

Our Investment team is assisted by an experimented operating team to work closely with the C-levels of our portfolio companies. This operating team is led by two serial entrepreneurs with a cumulated track record of 6 successful exits and IPOs and has led us to build the first and largest community platform dedicated to the C-Level of our portfolio companies.

Trust, self-expression, daring , ambition and sharing

Those values are core at Serena and shared by all our team members. We are looking for a new senior associate to join the investment team and pursue the build of the next gen of VC.

What we have to offer ?

The ability to learn and grow in a friendly, passionated and diverse ecosystem

A long-term career path at Serena to build your expertise and your own investor DNA

Also, you will have a real impact on our strategy in our consumer investment thesis. At the end of the day, your role is very entrepreneurial.

What you will be doing ?

Your main area of responsibility will be mainly shaping and managing the corporate fund vertical. From managing dealflow origination, qualification to leading investments for the Allianz and other dedicated funds.

You will also be in charge to structure and manage the special funds investment team.

You will also have to generate new funds opportunity in the future, from creating new corporate relations, to dealmaking, terms negotiations and management of any new corporate funds.

You will leverage your native network in these thesis to improve our knowledge, our expert basis and sourcing abilities.

As an integral part of the team, you will be required to:

- Contribute to internal initiatives to pursue our operational and performance excellence moat
- Perform market research & deep dives to help identify new investment trends and opportunities
- You will be also responsible for strengthening our brand and entrepreneurial DNA in France by doing industry events and conferences (as a Serena spokesperson)

What we are looking for ?

- We are open to all types of educational backgrounds (i.e Engineering, Business, Finance, Entrepreneurship, Law, Political Sciences, et.)
- Experience in investment **and** working with Corporates : working in a fund, a corporate fund or in a corporate as a C-level (navigating politics, organizational complexity, etc.)
- Having strong “people” skills : a great sense of communication and wanting to federate community
- Strong ability to analyse diversified and complex subjects
- Having a personal entrepreneurial network
- Strong curiosity to discover / deep dive in different topics : B2C / Tech / Climate / Silver Economy / Fintech / Insuretech / SaaS / AI companies... and willingness to learn continuously on specific topics
- Already involved in multiple investment process and already have a board member position
- Business development orientation to generate new opportunities for the Special Funds verticale
- A passionate person implies in multiple hobbies