



Job Description

Vice President, Business Development

We are looking for a highly-motivated and talented individual, post-MBA to join the team in Chicago. S2G Ventures (Seed to Growth) is looking for a Vice President to play a key role in our venture capital fund. As an important member of the team, the Vice President for Business Development will spend their time on building relationships with corporates, co-investors and bridging these relationships between our entrepreneurs and these relationships.

Background on S2G Ventures:

S2G Ventures is a multi-stage venture fund investing in food and agriculture in the U.S. The fund's mission is to catalyze innovation to meet consumer demands for healthy and sustainable food. S2G will identify sectors across the food system that are ripe for change, and form a multi-stage portfolio including seed, venture and growth stage investments. Core areas of interest for S2G are agriculture, ingredients, infrastructure and logistics, IT and hardware, food safety and technology, retail and restaurants, and consumer brands. For more information about S2G, visit www.s2gventures.com

The Business Development team's mission is twofold: 1) Build long-term, sustained relationships with the most important strategic partners, corporate acquirers and advisors to our portfolio companies; and 2) Assist our portfolio companies in preparation and execution of transactions, primarily raising capital, IPO readiness and M&A transactions.

Key responsibilities Include:

The primary outcomes of the role are to provide real and sustained value to the firm and our network of capital and strategic relationships (strategics, co-investors and acquirers, and advisors) – in the form of access to the insights in areas of potential investment, access to appropriate portfolio companies and insight into their investment or partnership and M&A strategy, as appropriate.

- **Identify and develop relationships across the entire food system supply chain that are relevant to the firm's portfolio companies:**
 - Strategic – acquirers and corporate partners and the leading and most active private equity firms
 - Capital – investors including Venture, Growth, Cross-over, as well as debt providers
 - Exit – advisor, research and investor network relationships
- **Institute a relationship calling program with portfolio companies through which you will:**
 - Learn the potential areas of opportunity for the firm and our portfolio companies
 - Deliver the firm's path to value on these areas:
 - Facilitate relationships with appropriate portfolio companies
 - Provide guidance as to investment and M&A opportunities
- **Source, manage and host virtual executive briefings that align with overall corporate business priorities and initiatives**
 - Drive vertical plans and account penetration
 - Leverage existing corporate relationships and penetrate new target corporates to build deal flow for executive briefings and other events
 - Acquire in depth knowledge of our portfolio companies and corporate verticals
 - Convey portfolio company knowledge to potential clients, adhering to company branding, messaging and positioning
 - Document, track and monitor briefing activity in CRM system

Qualifications

- 7+ years of strategy consulting or business development experience and ability to manage executive relationships
- Experience in curating and leading presentations to large audiences
- Ability to prospect via email, LinkedIn, and outbound calls
- Experience or strong interest in food and agriculture
- High intellectual curiosity, entrepreneurial, analytical, creative thinker and problem-solver, fast learner, with demonstrated initiative
- Good networker, with an ability to grow our network and process for identifying investment opportunities
- Strong writer and communicator, excellent listener, with superior sales skills and comfort regularly interacting with strangers
- High level of maturity and ability to work in a team setting or independently
- High proficiency with Salesforce, Google Apps, and Microsoft (Excel and PowerPoint)
- Good fit with team and culture and an interest in improving the food system for healthy living
- MBA or Advanced Degree strongly preferred

You will report to and work closely with the Managing Directors of S2G Ventures. This is a salaried position working out of our Chicago office.

Send your cover letter and resume to Jessica Murphy at Jobs@S2Gventures.com