

# Managing Director (MD), S2G Oceans and Seafood Venture Group

Classification: Full-time, Exempt

Location: San Francisco or Chicago

Date Created: January 6th, 2020

**Position Summary:** S2G Oceans and Seafood Venture Group is seeking a highly-motivated and talented individual to build and lead the S2G Oceans and Seafood venture investment team. You will play a key role in the exploration and development of the investment thesis and longer-term efforts of the fund. As the leader of the S2G Oceans and Seafood team, the MD will identify and lead investments in ocean and seafood-based food and materials early stage startups as well as growth companies that improve human health and mitigate climate change. You will invest globally across thematic areas like ecosystem services, RAS / feed/ animal health tech, seafood and alternative protein sources, traceability & transparency, industry Insurance and algae/seaweed. As the MD, you will evaluate new investments, lead the diligence process, make investment recommendations, monitor and assist the companies post investment and make portfolio construction decisions that drive investor returns and the fund's impact goals. You will leverage the infrastructure and processes of S2G Ventures as you build out the investment experience and capacity specifically needed to meet the Fund's returns and impact expectations.

This position will be based in San Francisco or Chicago, reporting to the S2G Managing Directors. This is a unique and exciting opportunity to be part of a rapidly growing organization that seeks to have a lasting, positive impact on the world. You will have the hard work and excitement of a startup, but with the resources and infrastructure of S2G Ventures.

Founded in 2014, S2G Ventures (Seed to Growth) is a multi stage venture fund investing across the entire food and ag supply chain from soil to shelf based out of Chicago. S2G invested in approximately 50 early stage and venture investments, with some companies pre-revenue and others with \$10's of millions in revenues in the USA and abroad. You will work closely with S2G and provide input on the longer-term efforts that meet the objectives determined. This will be a hands-on investment role.

## Key Responsibilities:

- Build a small but effective investment team for diligence, fund management and portfolio support
- Conducting in-depth market research and analysis, developing theses around aquaculture industry trends and market opportunities
- Develop and prioritize a pipeline of potential investments by identifying and evaluating investment opportunities
- Catalyze additional capital from like minded co-investors to increase investment into the market
- Understand the investment process, from proforma development, term-sheet construction, returns analysis, deal doc familiarity, cap tables and standard investment processes
- Attending appropriate industry shows to keep up on the latest industry trends and develop a network of industry executives
- Look for opportunities to engage non-profit or other NGO's to advance impact and sustainability
- Make investment recommendations to the Investment Committee via an Investment Memo and supporting documentation
- Engage management teams, advisors, co-investors and other stakeholders as necessary to support and manage the portfolio post investment
- Provide fund level quarterly performance reporting, budgeting, culture, personal development and governance for the LP's capital

## Personal Characteristics:

Success in this position requires a commitment to high quality work, strong attention to detail, high intellectual curiosity, and a person who is entrepreneurial. This will not be an easy role; it will require a lot of heavy lifting as you build the fund with S2G Ventures. Travel will be 25 to 50%. You will need to be comfortable in a lean organization that prioritizes efficient work over too much water cooler talk. This will be a work hard play hard role, but the rewards of developing the platform, making economic returns and has a positive impact on the Oceans and Seafood should add tremendously to your enthusiasm for this opportunity. You will need to be just as comfortable diligencing a landing in a rural community, visiting a farm in the open ocean, reviewing a technical diligence report or sitting in a boardroom with co-investors talking about next years AOP.

We expect the MD to be self-directed with high-level supervision, to identify and pursue the work that needs to be done, finding scrappy, but professional solutions and attacking opportunities. Investing at S2G is a team sport with each role player important to the outcome and are expected to deliver to the benefit of the entire organization. If you are not a team player, this role is not for you. You should want to see others have success, help them be successful and keep a positive, even stoic attitude about your abilities, successes and even failures. There will be some. No task is too small or too big to address personally. And while it is important to support and develop your team, it is also a must to have the willingness to help develop the founders and CEO's of the portfolio companies to increase their chances of success. Their success is our success.

**Experience and Preferred Qualifications:**

- Strong understanding and interest in entrepreneurship and emerging companies and markets, with experience in multiple business models, financial modeling, and due diligence processes
- Ability to grasp emerging market trends and project the pace of market development with an eye toward the identification of investable opportunities
- Strong investment background with a venture firm, private equity firm, top-tier investment bank, financial manager, or strategic consulting firm, preferably with ESG investing experience
- All candidates will have a genuine interest in food, aquaculture, oceans and the environment. The ideal candidate will have operating experience in the aquaculture industry or related verticals
- An MBA, CFA or other relevant advanced degree is preferred, but not required
- Proficiency in financial modeling and ability to build a financial model based on particular assumptions
- Strong writer and communicator, excellent listener, with effective influencing skills and comfort regularly interacting and networking with new people and prospective partners
- High level of maturity and ability to work in a team setting or independently
- Demonstrated use of consistently good judgment and discretion in managing and protecting highly confidential information
- Willingness and ability to travel domestically and occasionally internationally (est. 25-50% in total)
- Must have a valid passport and be willing to undergo a comprehensive background check and drug test

If you are interested in this position, please send your background information to: [Oceans@s2gventures.com](mailto:Oceans@s2gventures.com)