

# Corporate Development, Associate / Manager



## ABOUT Smile

Smile Group is among the leading internet groups in India and South East Asia. It has successfully built and invested in internet businesses to create category leading businesses in the areas of consumer internet, digital media and SaaS. Portfolio includes SVG (\$100 Mn cash exit to Dentsu), Quasar (Exit to WPP), Airbnb, SpaceX, Lyft, ScoopWhoop, Tyroo, etc.

Read more on: [www.smile.co.in](http://www.smile.co.in)

## Overview of the Role:

The role will manage venture opportunities to a successful completion or exit. The successful candidate will assist the firm in building investment thesis/focus areas and drive deal flow in those domains through active networking with startups, accelerators and global internet companies.

The position will report into the Senior Partners of Smile Group.

## Compensation Offered:

INR 20-35 lakhs pa (depending on experience & skill set) plus stocks

## Primary Responsibilities & Duties

1. Be the core team member on corporate development & investment deals
  - a. Manage the investment pipeline
  - b. Conduct opportunity analysis
  - c. Negotiate with external parties
  - d. Formulate deal structures
  - e. Conduct due diligence and create investment memos
  - f. Formulate hypotheses and develop business cases based on insights, market research, and competitive analysis
2. Scope out the market landscapes by conducting ongoing research/ reporting on venture activity and trends in relevant sectors in the internet world
3. Cultivate relationships and leverage a strong network within the investment ecosystem that will contribute to potential partners and opportunities pipeline

## Requirements

1. 3+ years progressive experience in Venture Capital, Private Equity or Corporate Development
2. Strong experience in managing & driving returns in line with the targets
3. Preferably an MBA from a top institution
4. Financial acumen (ability to navigate financial accounts and make reasonable assumptions for the business plan, build valuation models, calculate IRR)
5. Deep understanding of venture ecosystem
6. Strong communication (verbal and written) and relationship building skills
7. Legal agreement comprehension
8. Strong attention to details