

## 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, creating 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 entails being a core team member on new opportunity or investment analysis, and portfolio health tracking. The person will perform various financial and business analysis, develop actionable recommendations, and present such recommendations to the senior management in a comprehensible manner.

From time to time, this position may be called upon to perform special projects, outside the conventionally defined purview helping the person build his or her leadership skills. The job responsibilities will evolve over time as the company continues to grow its portfolio, and will ensure maximum exposure to multiple industries as well as multiple skill sets within the internet space.

This role will report into VP, Business & Strategy at Smile Group.

## Compensation Offered:

INR 20-30 lakhs pa (depending on experience & skill set) plus stocks

## Primary Responsibilities & Duties

1. Work with the Business & Investment/ Corp development teams at Smile to analyse businesses for investment, acquisition, partnership or build purposes
2. Develop hypotheses, gather data on KPIs, brainstorm solutions and generate sound recommendations on portfolio company health including efficiency and profitability; perform statistical analysis on financial data and identify trends
3. Lead research and intelligence work streams across the business arms of Smile
4. Integrate broad sets of data into frameworks which can then be used to synthesize learning and develop strategy

## Requirements

1. 2+ years of solid business analysis experience preferably within an internet company or startup
2. MBA or MS in Finance/Statistics/Mathematics or related field from a top institution or an Engineering degree from IIT / NITs
3. Proven professional experience in financial analytics, data analysis, data modeling, presentation and coalition building
4. Strong and analytical, problem solving and quantitative abilities that can be demonstrated through work related experience
5. Strong communication (verbal and written) and excellent powerpoint skills
6. Strong attention to details
7. Entrepreneurial drive and demonstrated ability to achieve goals in an innovative and fast-paced environment