



B37

We exist to create unrivaled relationships and opportunities among the most transformative companies

B37 Ventures Analyst - Platform

About us

B37 is a Silicon-Valley based venture capital firm. Our platform exchanges startup technology and corporate scale by bringing together startups in our pipeline or portfolio and partnering them with our Corporate Investors (CIs). In these exchanges, we are able to accumulate intelligence around the go-to-market motion, product-market fit, team dynamics and strengths, and more. This informs our investment decisions, contributes value to the founders and startup, and creates valuable collaboration with our co-investors.

In order to make these exchanges happen, we harness our unrivaled relationships with our corporations to gain access and insights to the specific business outcomes desired by them and create a large, scalable network of users and resources that can be accessed by a startup. We are often responsible for a startup's first customer or first large-scale multinational customer.

We improve our ability to generate outsized venture returns because our capital allocation is informed by the intelligence gathered from these interactions on the B37 platform.

Our portfolio startup companies in our Fund 1 are doing business in dozens of countries globally, have banked tens of millions of dollars in annual recurring revenues, and have generated hundreds of millions of dollars in shareholder value for our community of global corporations. We're continuing to add new CIs in new

industries and geographies while growing our network of startups and co-investors as we deploy Fund 2.

Our B37 Ventures Platform Analyst will focus on deeply engaging across all Platform activities to ensure we continue to harness and leverage unique insights to generate outsized venture returns. This entails working closely with our corporate LPs, startups, co-investors, and the B37 team from discovery to deployment and beyond.

Venture Capital Innovation & Scale | B37

Purpose of the Role:

- We are hiring an analyst that will collaborate on the Firm's investment and portfolio support. You will be expected to:
 - Understand our corporate investors' (CI) desired business outcomes, as well as their strategic objectives, competitive advantages, and industry dynamics
 - Contribute to research and screening of the best startup technology pipeline
 - Steward the value creation interactions between our portfolio companies, pipeline startups, and CIs through global growth opportunities
 - Help inform investment decisions according to B37's platform-driven capital deployment strategy

What you'll do (responsibilities with selected B37 corporate investors may include):

- Develop relationships with key stakeholders in CIs and startups
- Facilitate weekly/monthly interactions between pipeline and portfolio companies with CIs
- Maintain periodic meetings with key stakeholders in CIs with updates on opportunity areas scouted by B37
- Periodically analyze each CI's company and industry outlook

- Tailor and filter pipeline to specific CI's strategic objectives and help analyze investment opportunities in B37 pipeline
- Drive interactions for startup exploration and deployments across CIs
- Support during negotiation and due diligence process, especially with investment analysis based on interactions with the startup
- Provide analysis and support to our portfolio, as needed
- Look after B37's interests during interactions between startups and CIs
- Determine need for expert support in specific industries / technologies, identify resources and drive engagement
- Work exceptionally well together with a small team of peers in support of their work
- Participate across various tasks related to trips hosted by B37 for CIs (primarily based in Silicon Valley) and portfolio companies (in diverse regions our CIs operate), as needed
- Support B37 operations, as needed

You possess:

- An eagerness to offer exceptional service to our pipeline & portfolio startups and CIs
- A bias for action and the confidence to speak up with our CIs and internally regardless of hierarchy
- An undergraduate degree in Engineering, Economics, Finance, Mathematics, or similar
- 0-to-3-years of experience in consulting, private equity, venture capital, startups, or similar
- Fluency in spoken and written English & Spanish required
- Aptitude and passion for technology, investing, sales, and operations
- Excellent analytical skills and critical thinking
- A willingness to be coached

- Integrity
- An entrepreneur's grit and spirit, and a high degree of self-motivation to operate independently
- Availability for traveling as needed, including a USA travel visa

Individual Accountabilities:

- Own key relationships across CIs and portfolio/pipeline startups
- Ultimate knowledge of and relationship within CIs to support pipeline evaluation and portfolio growth
- Drafting documents for monthly check-ins with CI's key stakeholders
- Stewarding interactions between startups and CI's (ensuring SLAs and key deliverables)
- Preliminary startup scouting and pipeline validation and matching to CI's strategic initiatives
- Be highly productive and creative while working independently
- Be exceptionally collaborative working with every member of the firm
- Influence the direction of investments using research, network, and judgment

Key Leadership Behaviors:

- You are resilient and adapt to different people, cultures, and professional situations in our engagements with B37's corporate partners which come from all levels of their organizations. You demonstrate awareness, self-control, and problem-solving skills, and you keep moving forward at all times in a constructive manner.
- You are resourceful. This means you work positively to independently reshape boundaries and redefine what is possible and what is not. You do this by using the tools and people at hand and are creative in seeking solutions to situations and opportunities.
- B37 expects and requires its team members to be: Adventurous, Ingenious, and Reliable and to generate goodwill in line with our manifesto (see website).

Our culture is rooted in our manifesto and we align our work with each tenet (described further during the interview process).

- Translate and align partner strategy to tactics and implementation plans
- Demonstrate learning agility and know when to drive for change
- Accountable for failures and successes and demonstrated learning by them
- Challenge the status quo, test new ideas, and raise the bar
- Synthesize information gathered by collaborating with team members and then propose direction or action
- Value diversity of opinion in discussions and decisions
- Abide by all company policies and procedures

Closing thoughts from the Partners of B37 Ventures:

This entry-level role is a critical function in a Silicon Valley venture capital firm focused on co-investing with premier Silicon Valley-based investors in the best exponential technology startups. The role contributes significantly to the selection of a pipeline of startups that transform enterprises and are responsible for the creation of shareholder value. At the same time, it generates value for the startups and helps deepen our relationships with premier VC investing partners.

Job Location

Mexico City, Mexico

If interested please email santiago@b37.vc and bobby@b37.vc