



Job Posting

Venture Analyst

July 30, 2018

Early Charm Ventures, LLC is a start-up studio that transforms university intellectual property into profitable ventures. Our companies have licensed from the University System of Maryland, Johns Hopkins University, Naval Research Laboratories, University of Pittsburgh, Harvard University, Massachusetts Institute of Technology and more.

We are expanding our portfolio from seven to seventeen ventures in the next two years. To accomplish this expansion, we need Venture Analysts to screen hundreds of ideas, perform deep market diligence on dozens of screened ideas and provide ongoing market research support to the existing portfolio.

If you have a science or engineering background, are good at asking questions (on the phone and in person, not by email or text) and have a desire to run your own start-up soon, then you'll enjoy being a Venture Analyst.

The responsibility of a Venture Analyst is connecting an idea for a new product to a real customer need. You will do this by talking with people that may benefit from the technologies we are screening and understanding their needs. This is not a sales position. You won't be evaluated on the generation of revenue but rather on the depth of your understanding of how a potential customer will benefit from a given technology.

You will be working with a team of serial entrepreneurs who have founded more than twenty start-ups from university intellectual property and with Venture Associates that help run our portfolio companies. We expect our highest performing and most committed Venture Analysts to grow into Venture Associate positions and to one day become co-founders with us.

While we prefer full time engagement for our Venture Analysts, we are open to part-time engagement if you have exceptional talent.

Using your network of relationships is crucial. If you would like to be considered for a position at Early Charm Ventures, then please have someone we know forward us your resume.