

Achieving Women Entrepreneurs (AWE) Early Stage Fund I

Job Description:

ABOUT Achieving Women Entrepreneurs (AWE) Early Stage Fund I

AWE Early Stage Fund I is a women entrepreneur centered early stage fund and invests in transformative and scalable entrepreneurial ventures, owned and led by women.

The AWE method of investing is catalyzing women empowerment along the important dimensions of:

- o **Economic.** Women's control over income; relative contribution to family support; access to and control of family resources.
- o **Socio-Cultural.** Women's visibility in and access to social spaces, participation in extra-familial groups and social networks
- o **Familial.** Participation in domestic decision-making; ability to make childbearing decisions, control over spouse selection and marriage timing; freedom from domestic violence; greater value and autonomy within kinship
- o **Legal.** Domestic support for exercising rights, Community mobilization for rights; campaigns for rights awareness;
- o **Psychological.** Self-esteem; self-efficacy; collective awareness, potential of mobilization

As an entrepreneurial emerging markets team based in India and the US, AWE is seeking to be a leader in impact investing in women owned and led enterprises. (www.awefunds.com)

POSITION SUMMARY - PRINCIPAL (Mumbai or Delhi)

AWE is looking to recruit a candidate at the Principal level who truly believes in the vision of economic empowerment of women and has true passion for using her / his skill sets and execution ability to bring about meaningful improvements in gender equality and through that impact the world positively.

We are a very entrepreneurial team who share this ambition and are passionate about building alignment between women entrepreneurs and opportunity for growth through access to capital and effective capacity building.

PRIMARY / KEY RESPONSIBILITIES

PRE CLOSE:

- o Identify entrepreneurs and management teams for potential investments to develop a robust deal pipeline.
- o Engage with women business owners and their teams to develop investment thesis.

- Gather data and information on potential investment opportunities, conduct research and business analysis, develop financial models, valuation analysis and prepare investment recommendations.

POST CLOSE:

- Identify entrepreneurs and management teams for potential investments to develop a robust deal pipeline.
- Engage with women business owners and their teams to develop investment thesis.
- Gather data and information on potential investment opportunities, conduct research and business analysis, develop financial models, valuation analysis and prepare investment recommendations.
- Present investment recommendations and investment case to investment committee.
- Lead and coordinate due diligence in selected potential investee companies.
- Lead negotiation and documentation for deal closing.
- Post investment, work with investee team of portfolio companies to track business performance. Facilitate coordinate with domain experts and operating partners to assist and guide portfolio companies.
- Represent AWE to all stakeholders in India.
- Work on projects, as needed to improve value of AWE's portfolio.

SKILLS / EXPERIENCE

- Self-starter, who can motivate women entrepreneurs to believe in themselves and dream big.
- Ability to build relationships of trust with AWE Fund's prospective and invested portfolio companies.
- Team player who loves to work in a challenging and collaborative work environment.
- Demonstrated project management skills and an ability to work effectively in small teams.
- Willingness to travel, as needed.
- Attention to detail, high level of comfort with ambiguity and a sense of curiosity.
- Exceptional communication skills (written, spoken and presentation skills).
- Proven ability to work with an international, cross-border and diverse team.
- Strong financial modeling / analytical skills in the context of investments or transactions, built through experience in venture capital, private equity, investment banking, or a combination of finance and business roles in an entrepreneurial company.
- 8+ years of relevant early stage investment experience, preferably in India.
- Relevant and strong academic record from a top tier educational institution.

APPLYING

Interested candidates may submit their resume and a covering letter to Mr. N.S. Raman at raman@agroupllc.com.

Please highlight why you want to join the AWE team and how your skills and experience uniquely align with AWE's requirements for this position. The subject of the email should state "Principal AWE India". AWE is an Equal Opportunity Employer.