

Strategy & Investment Manager

At Inoviv, we are seeking a motivated and talented Strategy & Investment Manager to join our growing team. You will lead on our business strategy and planning efforts as well as our investment fundraising process.

This is a critical moment in our growth journey. We raised seed funding from Hoxton ventures in 2022 and have since grown revenue over 10x in a year. We're rapidly moving towards a Series A and are looking for someone with a strong understanding of the space to lead our strategy and fundraising efforts, through Series A and beyond.

We anticipate headcount growth from 25 to over 200 in the next two years, with opportunities for career development. Not to mention, we are accelerating the world's transition to precision medicine in a meaningful way with our innovative protein analysis platform.

The Role

Reporting to the CEO, you will be a crucial team member with the power to make a real, tangible impact on the company and influence how we grow the business.

The key responsibilities include:

- Collaborating with cross-functional teams to define and refine the company's long-term strategic goals and objectives
- Constructing compelling narratives around our financial model, business model and projections to help secure investment, including preparing investor presentations
- Working with our Finance Director on our financial models, forecasts and valuation analyses to support investment decisions
- Researching potential venture capital firms and strategic investment partnerships to identify future funding opportunities
- Preparing due diligence documentation for investors
- Drafting communications to investors
- Evangelising the technology and company within the broader business community
- Building our brand presence with potential investors

This is a new role so you can help to shape it and really make it your own, with the opportunity to build and lead the strategy and fundraising function over

time, with potential line management opportunities as our team grows. Working in a dynamic environment with accelerated career development, it is an exciting time to join us!

The Company

Today, drug development and drug prescription are largely trial and error. At Inoviv, our mission is to generate novel molecular insights that transform drug development and healthcare globally.

60% of therapeutics don't work and over 92% of clinical trials fail. This causes millions of deaths each year as well as over \$100bn lost for the pharmaceutical industry. Using our new targeted proteomics platform, we are able to establish the unique molecular signature of each patient's disease. This increases clinical trial success rates and ultimately helps deliver drugs to patient responders in healthcare settings. We have pharmaceutical clients in the US, Europe and Asia.

We are a team of passionate individuals, backed by the world's leading talent investor, Entrepreneur First and Hoxton Ventures. We are also supported by academic and commercial advisors from Oxford University, Imperial College London, King's College London, Charité University Hospital and MolecularMD (ICON).

The Person

You will have:

- Experience of crafting compelling, exciting stories and presentations, for instance in a VC, consulting or business development role
- Very strong presentation, verbal and written communication skills
- Experience of conducting business analysis and market research, collating quantitative and qualitative information on market demand, business plans and risks
- A BSc or higher in biochemistry/ molecular biology/ biotechnology/ similar
- Understanding of the pharmaceutical industry and the role of biomarkers in clinical trials
- Commitment to our mission & values - our core values really matter to us, so we need them to matter to you

It would be great if you had some of these too:

- Knowledge of analytical techniques, preferably including mass spectrometry-based targeted proteomics (LC-MS/MS systems)

- Some understanding of molecular biology
- Understanding of the venture capital fundraising processes
- Project management experience

Why work for us?

- We provide **competitive salaries** - we have regular check in and feedback sessions to continually support your development
- **Company share options** - alongside the salary, you will also be eligible for employee share options, meaning you will own part of the company
- **Flexible & hybrid working** - our team is spread throughout the UK and Europe. We meet every second Monday in our central London offices and we value work-life balance
- **25 days holiday** + public holidays - you can use all of these when they suit you so that when you're working you're charged up and bringing your all
- **Learning & development** focus- we support structured and proactive growth outside of your core role
- **External coaching** support - because it's good to have someone outside the company to chat to about your own development
- **Quarterly team away days** - to get to know your teammates better
- An **equipment budget** to get your home office set up comfortably
- If there's something else you need support on, we're open to discussions too

If you would like to join this exciting, forward-thinking company and take the next step in your career, then please get in touch and send your CV and cover letter to Michael Dove on LinkedIn or to careers@inoviv.com.

Deadline to apply: Sunday 27th August 2023