



### **JOB DESCRIPTION: (Senior) Investment Manager (the Netherlands based – Benelux team)**

The ideal candidate will have a successful track record of 4-10 years relevant work experience of which ideally, but not necessarily, +3y private equity as an investment manager in the SME market (EV 20-200m), venture capital market or business development. Preferably the candidate shows natural maturity, has a strong network in the Benelux to leverage for deal sourcing and portfolio management, is technology savvy and eager, and result driven. As a future key representative of the fund, the candidate should have an excellent reputation within the Benelux M&A community. This position will be based in The Hague, the Netherlands, but will cover the Benelux region.

### **Responsibilities**

#### Deal sourcing

- Create deal opportunities and build specific deal angles; proactively develop new ways of deal sourcing in the Netherlands and Belgium;
- Maintain and further develop a network of intermediaries within Benelux region (incl bankers, PE sponsors, M&A Advisors, accountants, lawyers and consultants);
- Build, maintain and involve a network of industry experts;
- Develop relevant expertise in the industry pillars of Smile Invest;
- Visit prospect companies, attend relevant trade shows and conferences.

#### Deal making & execution

- Proactively drive the various work streams in a deal execution process from due diligence to closing;
- Evaluation of deal opportunities and deal structuring;
- Build strong relation with entrepreneurs, intermediaries and management teams to win the deal;
- Active role in deal teams internally, in close collaboration with the Managing Partners.

## Portfolio Management

- Act as a trusted business partner and represent Smile Invest within our portfolio;
- Drive the value-creation agenda within the portfolio companies;
- Take active responsibility for the performance and reporting to the fund alongside the deal team;

## Other

- Participate in non-deal related activities (i.e. office management, recruiting, training);
- Manage, develop and mentor junior team members.

## Qualifications

### Candidate Profile

- Ideally engineering / ICT background complemented with business studies;
- Experience and training in a top tier strategy consulting firm is considered as a plus, especially in commercial/strategic due diligence projects;
- +2 years of experience in Private Equity, Venture Capital or Corporate M&A in software/technology related businesses is a strong plus;
- High ambition and eagerness to build a successful and distinctive private equity fund;
- M&A experience in the technology sector is a strong plus;
- Strong business and investment acumen based on 4-10 years of relevant business experience in M&A, strategy or corporate development;
- A strong network based on past experience within the Private Equity ecosystem in the Benelux region and strong/solid reputation in line with our company values;

### Skills

- Technology background and/or showing a strong interest for technology and software;
- Experience in evaluating deal opportunities from all angles (market attractiveness, competitive positioning, growth potential, management assessment, risk/return potential, deal setting) and in developing equity stories for investments with translation into a 180 days program;
- Technical skills: significant experience in financial analysis, valuation and deal structuring of a broad set of transactions (LBO, growth deals, minority deals);
- Commercial skills: Win the deal by building relationships with intermediaries, management teams, owners and being creative in deal structuring;
- Strong project management skills: possess broad private equity toolkit and flawless management of significant parts of the investment process (from due diligence to closing) both vis-à-vis the external and internal stakeholders;
- Team management skills: ability to coach and develop junior investment professionals in the team. Preferably experience in working in an international setting;
- Real team player working closely with the Managing Partners.

## **Personality**

- Strong communication and influencing skills, leadership and gravitas to impact and interact with entrepreneurs and senior management teams;
- Intellectually agile, with high analytical and synthetic skills;
- Results driven and action oriented;
- Relationship building skills;
- Integrity & honesty;
- Open to the world, able to travel and willing to collaborate in an international setting;
- Entrepreneurial skills, at ease working in non-hierarchical and flexible environments, takes own initiative;
- Well-organized, detail-oriented, stress resistant, ability to multi-task and work under tight deadlines;
- Fluent in Dutch and English.

## **ABOUT SMILE INVEST**

Smile Invest (Smart Money for Innovation Leaders) is a European evergreen investment firm with €350 million assets under management, financed by 40 entrepreneurial families and with a long term focus on innovative growth companies. Smile Invest focuses on companies active in software & technology, healthcare and innovative consumer markets. From its offices in Leuven and The Hague the team supports ambitious entrepreneurs and management teams in realising their growth plans. Our holding period will usually be 5 years or longer. Whether as minority or majority investor, we partner with profitable, growing companies with a proven track record. Our dedicated and experienced team of investment professionals is focused on building great companies. With 120 years of international business and private equity experience gained in more than 85 transactions we partner with owners and management teams to achieve sustainable growth.

## **Contact details**

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