



Summer Analyst

Overview & Role Description

Lock 8 Partners invests in and optimizes small-scale SaaS businesses; we are seeking entrepreneurial Intern Analysts to assist our Sourcing, Investing, and Portfolio Support efforts during the Summer of 2023.

OVERVIEW

Lock 8 Partners is seeking three to four energetic and growth-oriented Summer Analysts to join a small software Private Equity team this summer. Lock 8 Partners was founded in 2019 to invest in and operate high-potential SaaS companies. We acquire businesses with \$2M - \$5M in ARR and proven products that solve demonstrated market needs. By bringing in new senior leadership, refining go-to-market approach, and aligning product strategy, Lock 8 optimizes the performance of solid, bootstrapped businesses to help them achieve scale. Through our operating experience, we have developed a proven but adaptable framework for driving sustainable growth - because good businesses are made, not found. Lock 8 accesses a pool of capital provided by established investors, including premier SaaS-focused growth equity funds and fund-of-funds. The role will be based in New York.

RESPONSIBILITIES

There are three primary areas of responsibility for this role: (1) sourcing initiatives, (2) investing / transaction-related activities, (3) portfolio company support.:

1. SOURCING INITIATIVES

- Deal Origination** Source new investments, identify potential target companies, filter companies by applying Lock 8 criteria, and propose qualifying businesses for further exploration.
- Sourcing Engine** Connect with our network of deal-sourcers by interfacing with industry peers, attending conferences, and leveraging technology to help scale Lock 8's origination efforts.
- Investment Thesis** Develop industry knowledge and contacts to help drive investment strategy; build theses and communicate attractiveness of sectors and investment opportunities.

2. INVESTING / TRANSACTION-RELATED ACTIVITIES

- Market & Industry Research** Research target industry trends and develop market mapping & TAM analyses. Form opinions about target company end markets and opportunities for growth within those markets.
- Financial Modelling & Analysis** Learn to build detailed financial models & analyses with the guidance of the Lock 8 team. Gain an understanding of how we at Lock 8 evaluate and value a SaaS business.

2. PORTFOLIO COMPANY SUPPORT

- Value Creation** Collaborate with L8 team to implement Lock 8 model for building sustainable, long-term value in portfolio companies.
- CEO Support** Develop a trusting, collaborative relationship with portfolio company CEO's; provide as needed assistance relating to business and market analysis projects.

STRENGTHS AND REQUIRED EXPERIENCE

Growth Mindset	This Summer Analyst should have a deep-rooted interest in investing and entrepreneurship and be excited about growing both portfolio companies and our own firm.
Experience	Currently pursuing an undergraduate degree and with an excellent academic record. Preferably pursuing a degree in Business or Computer Science, with a passion for software / technology. The ideal candidate would have previous internship experience in one of the following industries: private equity, growth equity, venture capital, investment banking, management consulting.
Raw Horsepower	Excellent analytical and organizational skills, and the ability to engage at a strategic, operational, and financial level.
Contrarian Gene	This person is looking to apply their significant skillset in a non-traditional environment that offers an unparalleled level of autonomy, flexibility, and creativity.
Relentless Communications	Outstanding communications skills (writing, speaking, presenting) and a willingness to share with the highest levels of honesty, integrity, and judgment.
Want-To Factor	The ideal candidate is genuinely excited by this opportunity and brings to it a mindset that is tireless, motivated, and committed to collaboration. Personal characteristics include: high EQ, dedication to learning, and natural humility.

WHAT YOU'LL LEARN

Investing	In this role, the candidate will learn how to assess different opportunities and gain an understanding of how to identify attractive investments that will generate returns in the long term from seasoned software investors and operators.
Operations	Additionally, the candidate will learn to understand the levers of value creation in software through operations, working with the board and the CEO to help guide decisions at both a tactical and a strategic level.
Strategy	The candidate will also learn how to strategically assess businesses and industries, through understanding new ways of analyzing M&A, growth channel, and partnership opportunities.



WHAT WE OFFER

Competitive Compensation

\$1,000 weekly salary over the 8-week program.

Network Expansion

Being in New York City and working alongside the Lock 8 team, the role provides a unique opportunity for a student with an interest in software investing to interact and build relationships with experienced professionals in the industry.

Truly Unique Opportunity

The role provides an unparalleled environment for a student looking to enter the Software Investing industry. This position offers a rare blend of (a) meaningful exposure to operators, investors, and advisors in the software industry, (b) visibility into the operations of software companies, and (c) a unique experiential learning environment that balances autonomous on-the-job training with a commitment ongoing feedback and coaching.