



## **Immediate Job Opening**

### **Portfolio Analyst – Blue Economy**

**July 29, 2021**

#### **What we do:**

Early Charm creates, owns, and operates businesses that convert science into revenue.

We are the management team, the operators, and the entrepreneurs. We do not write checks and just pop in for board meetings. We show up to our labs, our production facilities, and our offices every day to do all the heavy lifting in our portfolio companies.

Our scientists and engineers work across our entire portfolio, never just one venture. This brings extraordinary expertise to the earliest stages of product development. The lack of silos fosters creativity and attracts the most collaborative people.

Similarly, our sales & marketing team works across our portfolio enabling us to have the voice of customers heard early and often as we consider product development. Add in our experts in law, intellectual property, accounting, finance, licensing, purchasing and more to get the complete team to build our businesses.

#### **What you will do:**

You will work primarily with our Aquaculture & Blue Economy Technology portfolio companies developing internal strategies and roadmaps to accelerate portfolio company growth. Working with the teams of each company, you will establish and refine strategies and development pathways to accelerate and achieve the goals of each company and the portfolio as a whole. Information from these conversations will be used to build and assemble business plans, financial cases, and investment materials that will serve as critical information for potential collaborators, investors, and funding agencies.

You will learn by doing with our support and experience to back you up through the process. Initially you will have all the help and guidance you need, but it will ultimately be up to you to assemble the information, develop a roadmap, and analyze the results. Ultimately, the portfolio manager and the individual companies will be utilizing your insights to inform their decisions moving forward.



**What you need to be successful:**

Good organization and writing skills. A willingness to learn about technologies and markets outside of one's core expertise. Experience in constructing business plans and their associated financials would be beneficial.

**What we will do for you:**

Career development is our top priority for you. While we love the idea of people joining Early Charm forever, we are realistic to understand that we may be a steppingstone to other opportunities or a way for you to explore career options. Regardless of your reasons for joining us, our commitment is to help you.

**Where you will work:**

We are at the center of the entrepreneurial renaissance of Baltimore giving you the opportunity to interact with some of the nation's most exciting technology companies. Located at 1100 Wicomico Street, our labs, production space and offices are intermingled with firms doing engineering design, software development, specialty textiles, 3D printing, and so much more. There is even a brewery.

Early Charm is an equal opportunity employer. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

Please send your resume and cover letter to [Adam.VanDyke@EarlyCharm.com](mailto:Adam.VanDyke@EarlyCharm.com)