**Main Sequence Principal**

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| Advertised Job Title**:** | Principal Main Sequence Ventures (MSV) |
| Job Reference: | 74181 |
| Relocation Assistance**:** | Will be provided to the successful candidate if required. |
| Applications Are Open To: | Australian/New Zealand Citizens and Australian Permanent Residents Only |
| Percentage of Client Focus - Internal: | 50% |
| Percentage of Client Focus - External: | 50% |
| Reports to: | Bill Bartee, Managing Partner, Main Sequence Ventures |
| Number of Direct Reports: | 0 |
| Name and Contact Details For Applicant Enquiries: | Jen Baxter, Operations Manager, Main Sequence Ventures, CSIRO Innovation Fund [Jenny.baxter@mseq.vc](mailto:Jenny.baxter@mseq.vc) |
| Contact Details If You Have Problems Applying: | Call 1300 984 220 or email [careers.online@csiro.au](mailto:careers.online@csiro.au) |
| How to Apply: | Please apply online at [jobs.csiro.au](https://jobs.csiro.au/) and enter the requisition number**.** Internal applicants please apply via ‘Jobs Central’ in SAP (click ‘Recruitment’) |
| Please Note: | Appointment to this role will be subject to satisfactory pre-employment checks. |

# Principal Role Overview:

Main Sequence is a subsidiary of CSIRO established to manage the CSIRO Innovation Funds.

The role is for an amazing venture builder who understands how venture capital works and has a passion for creating global businesses from Australian R&D.

The Main Sequence Ventures (**MSV**) Principal will source, support and lead investments in “deep tech” early stage companies.

Recruitment is being managed by CSIRO, however the successful candidate will be engaged by Main Sequence via an immediate secondment from CSIRO to Main Sequence.

Key Responsibilities:

* As a key member of the investment team discovering, building and closing new deals for Main Sequence.
  + Attend pitches with founders
  + Create deal review documentation
  + Assess markets and business opportunities
  + Lead investment proposals working with a partner as well as being the supporting investment team member on new deals.
* Active contributor to Australian entrepreneurial and start-up community
  + Effective at building a professional network that benefits both MSV and the portfolio companies
  + Assist with communications to LP’s
* Build, implement, and enhance our portfolio support systems
  + Recognize, capture, and share best practices to solve common challenges among portfolio companies, such as:
    - Recruiting talent and building high-performance organizations
    - Effective sales and marketing strategies and tactics
    - Creating and sustaining user engagement
    - Building strategic relationships with partners
    - Effective public relations and media engagement
    - ESG (environmental, social and governance considerations) and diversity and inclusion
  + Mobilizing our professional networks
* Communicate openly, effectively and respectfully with all staff, clients and suppliers in the interests of good business practice, collaboration and enhancement of Main Sequence and CSIRO’s reputation.
* Adhere to the spirit and practice of Main Sequence and CSIRO’s Code of Conduct, Health, Safety and Environment plans and policies, Diversity initiatives and Zero Harm goals.
* Other duties as directed.

## Competencies:

1. **Teamwork and Collaboration:** Cooperates with others to achieve organisational objectives and may share team resources in order to do this. Collaborates with other teams as well as industry colleagues.
2. **Influence and Communication:**  Identifies critical stakeholders and influences them via an influential third party, for example through an established network, to gain support for sometimes contentious, proposals/ideas
3. **Resource Management/Leadership:**  Provides leadership that fosters an environment that encourages new ideas and provides support for the development of emerging skills. Creates trust by displaying consistency, understanding, integrity and patience. Plans, seeks, allocates and monitors resources to achieve outcomes.
4. **Judgement and Problem Solving:**  Anticipates and manages problems in ambiguous situations. Develops and selects an appropriate course of action and provides for contingencies. Evaluates, interprets and integrates complex bodies of information and draws logical conclusions, synthesises proposals and defends options with reasoned arguments.
5. **Independence:** Assesses the risk and opportunity of identified strategies, options and actions. Overcomes problems and setbacks in achieving goals. Invariably includes consideration of value-added future impact on bottom line when determining the optimal and efficient use of resources.
6. **Adaptability:**Demonstrates flexibility in thinking and adapts to and manages the increasing rate of organisational change by adjusting strategies, goals and priorities.

## Essential Criteria:

*Under CSIRO policy only those who meet all essential criteria can be appointed.*

To be appointed you will have:

1. A university degree plus ideally minimum of ten years’ experience, in an entrepreneurial or research or STEM or similar context.
2. Highly effective writing skills with an established body of work and high attention to detail.
3. A bias toward action/getting things done with high self-motivation; and an ability to work in a largely unstructured but goal-oriented environment.
4. A history of building business relationships easily with the most senior to the most junior.
5. Ability to multi-task and manage multiple assignments and deliverables simultaneously.
6. Adaptability to emerging and shifting priorities.
7. Resourcefulness and intellectual curiosity demonstrated by not being satisfied with ‘not knowing’ how it works or what it means; being a self-directed and continuous learner.
8. A passion for “Deep Tech” and entrepreneurship.

*Desirable Criteria:*

1. Some financial background.
2. Some familiarity with deep technology (novel science and engineering innovation)

## About Main Sequence:

Main Sequence is managing the CSIRO Innovation Funds, custom designed for a new kind of founder in which science and technology run deep.

We invest in companies translating research into global-scale businesses. We know that this takes more than money. We work harder to understand the world that these founders imagine. We are as comfortable in the lab as we are on the front-line with customers. We will invest capital, and ourselves, to systematically reduce risk and increase opportunity by combining the operational velocity of startups with the deep curiosity of Australia’s research sector.

We believe the next generation of disruptive companies will come from those scientists, technologists and creative thinkers who are prepared to challenge the status quo.