



## About Lateam Partners

Lateam Partners is a premier recruitment agency specializing in hiring top **English-speaking** talent in **Latin America** for U.S.-based companies. We connect skilled professionals with dynamic opportunities, offering competitive salaries, career growth, and the chance to work with leading international businesses.

By joining Lateam Partners, you gain access to **exciting remote roles, a supportive work culture, and ongoing professional development**. We pride ourselves on matching top-tier talent with high-quality employers, ensuring a rewarding experience for both candidates and clients.

If you're looking to advance your career with **a stable, well-paid, and growth-oriented opportunity**, apply today and become part of our thriving network!

[www.lateampartners.com](http://www.lateampartners.com)

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### Job Title

Investment Associate

### Location

Remote

### Client

Undisclosed

### Job Summary

As an Associate, you will play a pivotal role in sourcing, evaluating, and executing investments in the sectors that matter most. You'll work closely with the Investment Committee to develop and refine investment theses, perform rigorous diligence, and help portfolio companies thrive. In addition to sourcing and diligence, you will contribute to firm strategy, quarterly reporting, and

internal knowledge building. This role is ideal for someone excited to go deep on boring, fragmented markets, thrive in ambiguity, and committed to the partnership's long-term success and growth.

## **Responsibilities**

### Deal Diligence & Research (40%)

- Conduct comprehensive macro and micro research to evaluate market size, fragmentation, growth trends, and innovation gaps across targeted sectors.
- Support follow-on investment research and reserves management for existing portfolio companies.
- Build and maintain dynamic financial models, including unit economic modeling, to assess capital efficiency and pricing power.
- Assist in preparing investment memos, internal deal reviews, and risk assessments across founder, market, and financial dimensions.
- Refine and apply The 81 Collection's proprietary frameworks (e.g., PPP analysis) to diligence processes.

### Deal Flow & Pipeline Management (40%)

- Proactively source and evaluate opportunities that align with The 81 Collection's investment framework and thesis areas.
- Represent The 81 Collection in the ecosystem by building relationships with founders, investors, and partners.
- Manage and prioritize the deal flow pipeline, conduct initial screens, etc.
- Track and surface thematic areas and founder-led trends worth pursuing.

### Firm Building & Strategic Initiatives (20%)

- Help orchestrate and lead Investment Committee meetings, preparing materials and facilitating decision-making.
- Contribute to firm-wide strategy, quarterly reporting, and continuous improvement initiatives.

- Present on behalf of The 81 Collection at annual meetings, summits, and industry events.
- Communicate investment decisions and firm updates to internal and external stakeholders, including through quarterly reports.
- Manage third-party relationships during diligence, audits, and related processes.
- Support the execution of Special Purpose Vehicles (SPVs), including diligence, structuring, and stakeholder communication

### **Qualification**

- 2–4 years of experience in management consulting, investment banking, venture capital, private equity, or similarly rigorous analytical roles.
- Strong financial modeling, market-sizing, and market research skills, with experience in unit economic analysis.
- Exceptional written and verbal communication skills; adept at preparing decks and memos.
- Demonstrated ability to source, evaluate, and close investment deals, with strong interpersonal skills.
- Comfort with ambiguity and a proven ability to structure and solve complex problems.
- Ability to build trust and rapport with CEOs and founders, especially in high-stakes situations.

### **Bonus Points For**

- Operator or startup experience, particularly in “boring” or capital-intensive industries.
- A relationship-builder who thrives on connecting with people and building networks.
- Entrepreneurial spirit and passion for early-stage company building.
- Experience supporting SPVs or similar investment vehicles.
- Familiarity with the unique challenges and opportunities within blue-collar and physical industries.

**Apply to this position**

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