

Recommended Job Title	Venture Capital Scout – Katapult Ocean
Job Profile Summary <i>(Introduction of what the job does within Katapult Ocean & OceanHub Africa)</i>	The Venture Scout will be responsible for scouting the market to identify and evaluate high potential early-stage startups targeting Ocean innovation in the Blue economy to reduce marine litter and scale sustainable tech solutions within circular resources, renewable energy, food & water and transportation across Sub-Saharan Africa. The ideal candidate will be well connected in the startup ecosystem and passionate about finding innovative solutions that have the potential to positively impact the health of the ocean. You will work closely with the Katapult Ocean investment team and OceanHub Africa’s program team to bring new opportunities into the accelerator pipeline and provide ongoing support to portfolio companies.
Job Description <i>(Description of Key Roles and Responsibilities, Knowledge, Skills and Attributes, Qualifications and Certifications and Required Experience)</i>	<p>Key Roles and Responsibilities</p> <ul style="list-style-type: none"> ● Conduct in-depth research into the African startup ecosystem, identifying emerging ocean-positive ventures, sustainable innovations, and marine conservation technologies. ● Build and maintain relationships with key stakeholders in the African startup ecosystem, including entrepreneurs, accelerators, incubators, universities, and industry experts. ● Proactively identify, engage with, and recruit startups that align with OceanHub Africa’s and Katapult Ocean’s selection criteria for the early stage accelerator program, ensuring a steady deal flow of companies with the potential to scale impactful Ocean solutions. ● Assess potential investment opportunities based on market fit, scalability, sustainability impact, and team capabilities, in close dialogue with the Katapult Ocean Investment team and OceanHub Africa’s program team. ● Perform initial screening and due diligence on startups, including reviewing business models, technology solutions, market potential, and alignment with OceanHub Africa’s and Katapult Ocean’s ocean-positive mission. ● Work closely with the projects Dealflow manager, the team in OceanHub Africa and Katapult Ocean’s investment team to define selection strategies, evaluate deal flow, and prioritise opportunities for acceleration and support. ● During the accelerator programs; support on initial mentorship to early-stage founders, offering feedback and guidance on business development, product market fit, and scaling strategies. ● Help prepare startups for pitch opportunities, including refining their value propositions and business strategies to ensure they meet investor expectations. ● Track and report on the startup pipeline, ensuring that promising ventures are moving through the due diligence process and are given the necessary support. ● Actively participate in local events, conferences, and networking opportunities to raise awareness of Katapult Ocean’s and OceanHub Africa’s work and engage with potential partners and investors. ● Help foster relationships with potential corporate partners, research institutions, and government agencies that align with OceanHub Africa’s goals and can offer support to portfolio companies.

- Monitor and report on the impact of the companies that have been participating in OceanHub Africa's accelerator program, ensuring that startups are measuring their impact and positively contribute to ocean conservation and sustainable development goals.

Knowledge, Skills and Attributes

- Strong understanding of the African startup ecosystem, including key players, funding opportunities, and emerging trends in ocean and environmental technologies.
- Proven ability to source and evaluate early-stage investment opportunities.
- Excellent networking and relationship building skills with entrepreneurs, investors, and ecosystem stakeholders.
- Strong network of contacts in the startup ecosystem.
- Ability to assess startup business models, identify high potential ventures, and provide initial feedback to help them scale.
- Strong analytical and research skills to evaluate market opportunities, competition, and trends.
- Passionate about ocean conservation and sustainability, with a deep interest in supporting African entrepreneurs working to solve ocean-related challenges.
- Proficient in Microsoft Office, Google Suite, and CRM tools (experience with deal flow management software is a plus).
- Basic understanding of legal issues related to the venture capital industry and investments.
- In-depth and up-to-date knowledge of the startup landscape with the ability to assess a business's capacity to grow, scale and generate revenue for investors.
- Strong communication skills, both written and verbal, with fluency in English.

Qualifications and Certifications

- Matric Certificate/Grade 12.
- A degree in Business, Finance, Environmental Science, Sustainability, Marine Conservation, or a related field. An MBA or relevant postgraduate qualification is a plus.

Required Experience

- 2-4 years of experience in venture scouting, startup evaluation and acceleration, or business development, ideally with a focus on sustainability, marine conservation, or technology.
- Demonstrated experience leveraging to generate insights that informs decision making.
- A background in business or entrepreneurship would be advantageous.

Send CV and Cover Letter to lucretia@katapult.vc