

Talent Age Associates

Company, Position & Person Profile

Citi Ventures

Managing Director, Venture Leader

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Talent Age Associates advises the company on the basis of an exclusive consulting assignment. The following details are for your personal information and should be kept confidential.

The Company

Citi, the leading global financial services company, has approximately 200 million customer accounts and does business in more than 160 countries. Through Citicorp and Citi Holdings, Citi provides consumers, corporations, governments and institutions with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, securities brokerage, and wealth management. Additional information may be found at www.citigroup.com.

Citi Ventures (CV) is Citi's global corporate venturing arm. CV leads three types of activities to bring technological and design oriented innovation to Citi, and one of those activities is Venture Investing. The others are Innovation Network (coordinating the activities of Citi's innovation labs worldwide) and DesignWorks (design and execution of breakthrough end-to-end customer experiences). This position is for the Venture Investing group.

The Venture Investing group works with internal partners, including Business Units (BU), regions, functions, as well as external partners, including the venture community and other companies to identify leading startups that are impactful to Citi's businesses and functions. The team meets a large number of startups every year, and invests in a select few that align with high priority areas for Citi. In addition to making investments, the group works to launch pilots leveraging these startup capabilities, and help negotiate commercial partnerships if the pilots are successful.

The Venture Investing team focuses on the following four areas:

- Commerce and Payments
- Security and Enterprise IT
- Financial Services and Fintech
- Data and Analytics

The Position & Location

The Citi Managing Director, Venture Leader will be based in Palo Alto, CA, and will report to the Managing Director, Global Head of Venture Investing of Citi Ventures.

http://ventures.citi.com/citi_ventures/homepage/approach.html

Specific Job Responsibilities

The Managing Director, Venture Leader has a key objective to build a profitable and sustainable venture business. Specific responsibilities include:

- As part of a three-person senior management team, lead investments, manage the portfolio, and report on a quarterly basis.
- Identify new themes and develop thought leadership in a variety of areas strategic to Citi by working with:
 - Other members of the Ventures team.
 - Colleagues in lines of business, including Marketing, Cards, TTS (Treasury and Trade Solutions).
 - Colleagues from other functional groups, including InfoSec (Information Security), IT, Risk etc.
 - Venture Capital firms.
 - External partners and subject matter experts.
- Interface/interact with senior business leaders across Citi to understand strategic roadmaps and help synthesize Citi Ventures' investment priorities within Citi's focus areas.
- Develop and maintain relationships with the venture capital and entrepreneurial community, and develop a pipeline of startup opportunities.
- Source and lead 3-5 venture investments per year in promising startups by working with the venture investing team as well as internal investment committees.
- Provide operational leadership as a part of the Venture Investing group.
- Drive piloting and strategic partnership opportunities with portfolio startups in conjunction with the commercialization team and BU partners.
- Play a leadership role in influencing Citi/BU strategy and roadmaps by leveraging insights on markets and trends from startups.

Key Qualifications

The ideal candidate will have the following professional qualifications:

& Experience

- 8-10 years of investing experience either at a venture capital fund or at a corporate venture group.
- 3-4 years' experience of working in a corporate environment.
- Experience in Financial Services or Financial Technology is a plus.
- Self-starter with a passion for technology and venture capital.
- Excellent communication, relationship management and influencing skills at all levels of the organization - up, across and down.
- Ability to think analytically about businesses, strategic fit to Citi, and drive projects with a focus on creating impact.
- A top-tier academic background, along with a graduate degree.

Leadership Competencies & Personal Characteristics

- Passion, energy and drive that sees the upside possibility in situations, and is also able to say “no” when needed.
- Ability to build credibility among leaders and employees across all levels at Citi.
- Business and politically savvy and also the ability to move forward and not get caught up with the politics.
- Demonstrates appropriate risk-taking and comfort with ambiguity.
- Demonstrates vision as well as solid project management and relentless implementation and a “team player” mentality.
- Able to follow/define/modify a process in completing work.
- Open to trying new ways to solve problems and overcome obstacles, learn quickly from mistakes and apply to future efforts.

Talent Age Associates Contacts

Kyung H. Yoon

Chief Executive Officer

Office: (650) 490 3078

Mobile: (650) 283 4339

E-mail: Kyung@Talentage.com

Marion T. Askins

Executive Recruiter

Office: (650) 490 3078

Mobile: (650) 278 1424

E-mail: Marion@Talentage.com

Talent Age Associates

535 Middlefield Road Suite 180

Menlo Park, CA 94025

www.Talentage.com