



Associate/Vice President

Sandbox Industries works to implement innovation broadly. We partner with corporate organizations and help them make connections with the innovators/entrepreneurs working to disrupt and change areas of key strategic importance.

In line with our larger mission, Sandbox Industries has served as the exclusive provider of investment management services to the Blue Venture Funds for nearly a decade. BlueCross BlueShield Venture Partners (BCBSVP) is a corporate venture fund program to which twenty-nine BCBS entities have committed over \$500 million across three Funds. The Funds invest in promising emerging companies of strategic relevance to Blue Cross and/or Blue Shield Plans and provide access to its portfolio to deploy innovation at scale. BlueCross BlueShield Venture Partners is sponsored by the Blue Cross and Blue Shield Association, an association of independent Blue Cross and Blue Shield companies.

The team is looking to add inspired and talented people to assist with industry analysis, deal due diligence, financial modeling, portfolio management and relationship building. Our fund team operates in an open, thoughtful, and collaborative way. Fit with the culture is important. The following represents the responsibilities and required skills:

Responsibilities:

- * Work with fund team to conduct deal due diligence
- * Perform financial modeling and analysis
- * Record all deal information for reporting and trend analysis
- * Research and report on industry trends and analysis
- * Help present deals to Investment Committee
- * Help manage Blue plan relationships
- * Assist in portfolio company management
- * Source deals and develop key industry relationships

Experience:

- * 2-4 years experience (Associate)
- * 6+ years experience (Vice President)
- * Healthcare and/or technology industry operating experience preferred

Skills:

- * Strong communication (oral and written) and presentation skills
- * Adept with financial modeling
- * Know how to ask hard questions
- * Good relationship building skills
- * Ability to work in fast-paced, entrepreneurial environment
- * Ability to prioritize and manage several initiatives at one time

Please contact Tom Hawes (tom@sandboxindustries.com) if you're interested!