**potentia**

# POTENTIA CAPITAL | INTERNSHIP | DATA SCIENTIST

**About Potentia Capital** - *https://potentiacap.com/*

Potentia Capital is an Australian private equity firm investing exclusively in software and technology businesses. We look to partner with passionate founders and operators in middle market companies and invest to accelerate their growth. We currently have six businesses within our portfolio, all of which provide mission-critical technology to their customers. Our team is based in Sydney and consists of 20 investment and operating professionals.

## The Opportunity

Potentia is looking to stay one step ahead of the competition as the number of businesses within our portfolio grows. This role will see you working at the cutting-edge intersection of finance, technology, and data science. You will learn what makes businesses tick as well as how a private equity firm assesses new investment opportunities and how we work with our portfolio companies to build them into bigger, stronger businesses.

You will assist the investment team in assessing new deal opportunities while also working alongside the operating team analysing critical business data and performance, and ultimately help to build the emerging Potentia data science practice. We are looking for someone who is willing to bring independent thought and unconventional solutions to complex problems.

The opportunity is for a **paid, part-time 3-month internship** program within "The Lab" (Potentia data science practice). You will apply your technical skills, analytical mindset, and creativity to bring innovative techniques to identifying new investment opportunities and working alongside management to improve business performance. The internship will be **part-time (2 or 3 days per week)** and **flexible** around your commitments (e.g. exams).

## What We Are Looking For

- Strong coding skills (such as Python, R, SQL or similar)
- Data visualization tool skills (such as Tableau, matplotlib or similar)
- Self-driven with a growth mindset
- Critical thinker & strong problem-solving abilities
- Strong verbal and written communication skills
- Familiarity with Microsoft Excel and PowerPoint
- Basic understanding of financial markets & private equity
- Bonus points if you have worked on machine learning models or have a true passion for software companies!

Ultimately, we are looking for curious and commercial minds who truly appreciate the power of data and who thrive working in a high-performance, team-based environment. **If you are excited by this opportunity but think you do not meet all the requirements above, we strongly encourage you to still apply.** We will carefully consider all applications.

## Task 1: Python Project

As part of the data science internship assessment Potentia would like to test your skills at building a basic web scraping application using Python. The details of which are outlined below.

Please send through the output in excel with the associated Python script by **9am Monday 13<sup>th</sup> December.** While you can work on this project within your own timeframe, we suggest spending **3-4 hours** on this task.

**Project Details**

The deal team at Potentia Capital believe there is a great technology opportunity within the construction sector within Australia and New Zealand. As part of the initial due diligence on the sector they would like to identify companies that would suit Potentia's investment mandate.

The Lab (Data Science Department) has been asked to identify a list of Australian and New Zealand technology and software companies that are within the construction technology ecosystem.

Construction companies can target the commercial or residential sectors. The software can be very broad with some example uses cases as connecting builders with sub-contractors; workflow tools; payments processing.

As part of this project Potentia would like you to identify the companies that exist within the Construction Technology industry that are headquartered in Australia or New Zealand using Python to web scrape and pull key data items into excel. Use LinkedIn, Google, Bing and other industry event lists, websites, open-source databases to find and identify these businesses using Python as the main application to pull the data.

See below key data items required as part of the output. Please add other fields as you see fit and ensure the output is in an excel, csv format.

- Name of company; Acconex
- Headquarters e.g. Sydney, Melbourne
- Number of employees e.g. 100
- Revenue; $100m AUD
- EBITDA – e.g $20m AUD
- Number of offices: 3
- CEO/ Founder name; Leigh Jasper
- CTO Name: XXX
- CFO Name: XXX
- Phone number N/A
- Email address XXX@XXX.com
- Solution/ Value Chain: Project management technology

## Task 2: Company Pitch

Potentia would like you to **identify three companies** from your webscraping output that match our investment mandate of mission-critical B2B technology businesses within Australia or New Zealand.

You **do not need to submit any written materials** in relation to these companies. However, please be prepared to **talk through** the reasons you chose the business, how they will grow in the future and why you believe they would be a good investment for Potentia.

## Interview process

We will schedule a follow-up 30-minute interview to talk through your rationale behind the Python script, what you would do as next steps to build this into a repeatable tool for the Potentia team (given more time) and the resulting three companies you choose to pitch.