



THRIVE CAPITAL

Thrive Capital is a leading Venture Capital firm that builds and supports innovative early and growth stage companies. Our investments include Instagram, Twitch, Stripe, Spotify, Warby Parker, Harry's, Instacart and Wunderlist, and we have helped start [Oscar Health](#), [Maple](#), and [Cadre](#).

THE ROLE

We are looking for a full-time data analyst to work closely with our investment and portfolio impact teams. Thrive is the beneficiary of huge amounts of data from deal flow processes, portfolio reporting, and proactive aggregation. You will spearhead Thrive's data efforts by aggregating, organizing, normalizing, and analyzing this data, thereby generating competitive intelligence to use in investment decisions and to establish benchmarks for assessing deal flow and portfolio company performance. Through this role you will develop a unique, data driven understanding of what drives and defines success at early and growth stage technology companies.

You will develop and own the following projects

- **KPI Database & Industry Benchmarks**
 - Develop a database of KPIs across companies based on proprietary internal information and external research
 - The analyst will help the investment team and portfolio CEOs with benchmarks across industries, and develop internal reports where possible comparing competitors' traction
 - Example metrics include: CAC, LTV, MRR growth rates, e-commerce conversion rates, user retention, and ARPU
- **Deal Flow Data Management & Insights**
 - Collect, normalize, tag, and record key data on all the companies the investment team speaks with to start optimizing deal flow
 - Build tools to help identify high growth companies from public signals for the investment team to meet
- **Research & Reporting**
 - On both proactive and reactive bases, surface insights on key high impact topics and questions to help Thrive in making investment decisions and adding value to its portfolio companies
 - Research and data scraping projects to assess the comparative traction of private companies from both unstructured public information and private data

THE IDEAL CANDIDATE

We are looking for an analytical, process-oriented individual with 1-2 years of related experience and who is eager to develop a unique perspective on building companies.

- **Analytical:** Critically examines and questions data
- **Process Oriented:** Diligently organizes processes to achieve consistent results over time
- **Technical:** Some facility with databases, ability to build maintainable scrapers, and write scripts for analysis
- **Reliable:** Self-driven and self-managed; delivers high quality work on time
- **Diligent:** Develops a thorough understanding; doesn't cut corners
- **Curious:** Seeks out new ideas and creative ways to reach a goal
- **Ownership:** Takes ownership for and pride in excellent outcomes

If you are interested please contact miles@thrivecap.com and note a data analysis project you are proud of