



**ABUNDANT**  
VENTURE PARTNERS

**Venture Lead, Abundant Venture Studio**

**Job Description**  
**2024**



## **The Mission That Unites Us**

Abundant is a purpose-based venture creation company focused on improving the human condition. We start and operate companies that positively impact Human Wellness, Performance, and Engagement. We like what we do, but more importantly, we like working with each other.

Founded in 2011, Abundant was formed with core beliefs that drive our actions and investment:

- You can still do well while doing good.
- If it is big enough to care, it is big enough to share.
- We are accountable to ourselves and one another.

The Abundant Alliance (“Alliance”) enables health systems to join forces and shift from “defense to offense” in order to counter the investment and disruption created by insurgents who are betting against the health system model. The Alliance is a collaborative of health systems convened by Abundant Venture Partners that launch and invest in new companies, designed by health systems for the benefit of health systems, to accelerate and scale a meaningful impact on operating budgets, balance sheets, and employee engagement.

## **Position & Purpose Summary**

The Venture Lead is the driving force behind identifying, developing, and launching new ventures with Abundant’s Venture Studio. This role oversees all aspects of venture creation, from initial concept and business validation to operational execution. It requires a dynamic leader who can build and nurture teams, establish funding, and connect with industry experts and investors to transform visionary concepts into thriving businesses.

### Key Responsibilities

- **Venture Launch:** Lead the initial development and launch of new ventures from concept to execution after they have been screened by the Alliance ensuring the opportunity aligns with Abundant’s mission and objectives.
- **Business Validation:** Leveraging your extensive healthcare expertise, conduct comprehensive evaluations of potential venture opportunities within the Venture Studio. Employ a rigorous approach that encompasses in-depth market research, including thorough total addressable market (TAM) analysis, with meticulous scrutiny. The primary objective is to prevent the launch of ventures that could encounter insurmountable obstacles to successful establishment and growth.
- **Venture Development:** Take ownership of the development of comprehensive business plans for new ventures encompassing financial models, pricing sensitivity analysis, market selection, competitive analysis, go-to-market strategies, pitch deck preparation, and more.
- **Funding:** Help to secure initial funding for new ventures and coordinate financing processes in collaboration with stakeholders.
- **Strategic Partnerships:** Collaborate extensively with our health system alliance partners to develop implementation and growth plans for validated ventures. This includes working closely with the Alliance to secure co-development partners, fostering mutually beneficial relationships that drive the success of our initiatives.
- **Talent:** Train and manage a high-performing team capable of launching multiple ventures annually.



- **Founding Team:** Recruit, attract, and educate potential CEOs and founding team members for new ventures, ensuring their commitment to the asset's success.

### **You're excited about this role because...**

- You will be at the forefront of healthcare innovation, playing a pivotal role in transforming the healthcare landscape by launching ventures that address pressing industry challenges and improve patient care.
- Your analytical and research-driven approach will guide key decisions, ensuring that only the most viable ventures are launched that will have the potential to make a significant impact in healthcare, driving positive change for the industry.
- You will have the opportunity to creatively tackle complex issues, pushing the boundaries of conventional solutions within healthcare.

### **We're excited about you because...**

- You bring 10+ years of experience as a consultant within healthcare.
- You have a deep understanding of healthcare with the ability to discuss the industry at an advanced level, providing valuable insights into healthcare trends and challenges.
- You have entrepreneurial experience and a successful history of thriving in a startup environment, showcasing adaptability and resilience.
- You have a proven ability to engage with executives, influence strategic partnerships, and achieve mutually beneficial outcomes
- Ideally, you have entrepreneurial experience and have proven success working in a startup environment
- You are passionate about venture creation, investor and client relations, and innovation in healthcare
- Have an action orientation and bring focus. Can translate theory into practice.
- You have a commercial mindset; you know the value of speed to market and being efficient with resources

### **You'll love working here because...**

You'll be part of a high-performing team where you can contribute, live in your genius, and grow.

- We are a group of bright, motivated, and kind people who believe in autonomy and taking the initiative.
- We encourage everyone to be authentic and seek to build and celebrate diverse teams.
- We stand by our culture and values.
- You will be proud to work at Abundant and know that your work makes a meaningful impact.

### **About Abundant**

Abundant acts as an active mentor, supporter, and accelerator to our portfolio companies. Our deep network of relationships allows access to talent, partners, and customers, enabling portfolio companies to achieve transformational sales and accelerate growth with efficient use of money, time, and resources. Our unique structure as a holding company also grants us the flexibility to be a genuine long-term partner with a focus on sustainable growth and profitability. We believe our investing-and-operating hybrid model has been core to our ability to achieve positive results in our investments, including the exits of 11 of our 28 investments, and provides a significant advantage to effectively start, grow, operate, and exit companies in the future.



\* If this sounds like a company you would like to join and a role you would thrive in, please don't hold back from applying! Whatever skills you bring to the table or background you're coming from, we welcome you to start a conversation with us. We're looking forward to learning more about you!

*Abundant Venture Partners Holding, LLC is an Equal Opportunity employer. Personnel are chosen based on ability without regard to race, color, religion, sex, national origin, disability, marital status, or sexual orientation, in accordance with federal and state law.*