CAREER ADVICE #329 | 31 March 2021

LinkedIn Premium Group |

Kudzai Kahwenga | South Africa

Pharmacist

\*\*\*\*\*\* MESSAGE TO PREMIUM GROUP \*\*\*\*\*\*

Hi everyone! I am looking at this point at a career change. I've been working in sales, project management, etc. for years now, but then I was exposed to digital marketing. I had to supervise as one of the company's managers our digital marketer. That's when I realized that I loved his job. I am especially fascinated by B2C social media marketing, but the real one, with creating buyer personas, branding, creating a brand voice, google analytics, etc. At this point, I am studying at Kellogg School of Management - which is the best marketing school in the world - to get a business certificate in digital marketing.

I've started looking at jobs, applying but no luck so far. I think that with all my experience trainee is too low and for the manager's position, I am not experienced enough yet.

Do you have any idea how to start? Do you have any useful tips?

I'd greatly appreciate your insight.

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

Hi Kudzai,

A few ideas to consider:

Health sciences innovation

Venture capital in South Africa / Africa

AngelList

Gary Vaynerchuk

§§§

Health Sciences innovation.

You may want to consider subscribing to various tech news feeds such StrictlyVC newsletter (Connie Loizos), Crunchbase News, Techcrunch, VentureBeat, UKTN and FinSME’s Inc.

The pandemic has placed a renewed emphasis on research and development in the pharamaceutical industry. Your knowledge and awareness of such innovation would likely improve the nature and level of conversations you have with potential employers.

To give you an idea, this is a selection of bio-science related funding announcements from the #StrictlyVC newsletters from August to November 2020:

**Mission Bio**, makes single-cell DNA analysis & precision genomics software, raised $70m from **Novo Growth**, **Soleus Capital**, **Mayfield**, **Cota** & **Agilent** | Techcrunch (14 Aug 2020): http://tcrn.ch/3p4W1lv

§§§

Please see response 2 of 5 | Health sciences innovation (continued)

POST 2

Hi Kudzai,

This is post 2 of 5.

Health sciences innovation (continued)

**Korro Bio**, establishing a broad portfolio of RNA editing therapies, raised $91.5m from **Wu Capital Atlas Venture**, **New Enterprise Associates**, **Qiming Venture Partners** **USA**, **Surveyor Capital**, **Cormorant Asset Management**, **MP Healthcare Venture Management** & **Alexandria Venture Investments** | FierceBiotech (11 Sept 2020): http://bit.ly/3jtvBs4

**AavantiBio**, a startup with plans to focus on rare genetic diseases, raised $107m from **Perceptive Advisors**, **Bain Capital Life Sciences**, **RA Capital** & **Sarepta Therapeutics** (23 Oct 2020) | http://www.avantbio.com/

**Ambrx**, focused on developing precision biologics using an expanded genetic code, raised $200m from **Fidelity**, **BlackRock**, **Cormorant Asset Management**, **HBM Healthcare Investments**, **Invus**, **Adage Capital Partners** & **Suvretta Capital Management (11 Nov 2020)** | http://ambrx.com/

§§§

Please see post 3 of 5

POST 3

Hi Kudzai,

This is post 3 of 5

Venture Capital in South Africa / Africa

During my 2018 and 2019 investor relations work with Digipharm (Switzerland), UnCloak (UK), Curaizon (UK) and Pocket Money (Singapore), I came across many Venture capital companies in Africa.

The following is a sample. It is not meant to be a complete list. Google or other search may reveal additional entities:

ABAN | https://abanangels.org

African Development Bank | https://www.afdb.org/en

African Infrastructure Investment Managers | https://aiimafrica.com/

Agile Capital | http://www.agilecapital.co.za/

Aligned Capital (Pty) Ltd | https://www.alignedcapital.co.za/

AltCap Venture Capital | http://www.altcap.co.za

Convergence Partners | https://www.convergencepartners.com/

CRE Venture Capital | https://www.cre.vc/

Edge Growth Ventures | http://www.edgegrowth.com/

Eighteen East Capital | http://www.18eastcapital.com/

Ethos Private Equity | http://www.ethos.co.za

Grovest Venture Capital | https://vc4a.com/grovest/

HAVAÍC | https://www.havaic.com/

Invested Asset Management | https://www.investecassetmanagement.com/en/

ishack ventures | https://www.ishackventures.com

§§§

Please see post 4 of 5 | Venture Capital in Africa (continued)

POST 4

Hi Kudzai,

This is post 4 of 5

Venture Capital in Africa (continued)

JM Capital Africa | http://jmca.capital

Jozi Angels | https://www.joziangels.co.za

Kalon Venture Partners |https://www.kalonvp.com/

Knife Capital | http://www.knifecap.com/

Mamor Capital | http://mamorcapital.com

Moshe Capital Pty Ltd | https://www.moshecapital.com

Naspers Limited | https://www.naspers.com

RMB Corvest |https://www.rmbcorvest.co.za/

SABAN | http://saban.org.za/

Venture Network | https://www.venturenetwork.co.za

§§§

NOTE: Partech Ventures (France) has a $100 million fund focused on Africa | https://partechpartners.com/

§§§

Some ideas:

1) VC’s. Consider learning the names of managing partners, investment associates & research analysts that are investing in health-tech / pharmaceutical companies. Follow on LinkedIn & Twitter. Subscribe to newsletter. Read & save links to news articles, especially on funding.

2) VC portfolio companies. VC firms typically have “Portfolio” links on their websites. Consider making lists of health-tech / pharmaceutical companies. Consider reaching out to such portfolio companies and making contact for future – particularly as and when they expand into Africa.

§§§

Please see post 5 of 5

POST 5

Hi Kudzai,

This is post 5 of 5

**Angel List in Africa**

Link to website | **https://angel.co**

This site is primarily used by tech startups to list tech & non-tech roles. A quick search on the site revealed:

.

21,100+ startups globally list open roles on the site

372 startups across the continent of Africa

109 startups in South Africa list open roles on the site (NON-Remote)

NOTE 1: This global total includes remote and non-remote roles and is down from the pre-Covid19 period in which 30,000+ startups had listed open roles.

NOTE 2: Consider spending time on the site. Startups may not always use traditional recruiting sites to find staff. When they scale, they tend to need experienced staff. Consider reaching out to any relevant companies to see if there is common ground to work together now.

§§§

GARY VAYNERCHUK. Gary repeatedly speaks about branding, awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice during his key note presentations, podcasts, with startups and others.

You may want to consider starting with his book, Crushing It. Here is the link to the audiobook version on Audible: https://adbl.co/2YfafaS

§§§

Have fun researching!