



LatAm Investment Team

Reporting to: General Partner

Location: Latin America

Type: Full Time

You will drive the investment pipeline, portfolio success, and overall brand footprint of Orbit Ventures in Latin America. You will be the crucial bridge connecting end-to-end deal execution, hands-on portfolio strategy, and regional team management to ensure LATAM operations have the resources, structure, and strategic direction needed to thrive globally. Additionally, you will dedicate approximately 30% of your investment time to cross-regional deals. You will be the team lead for the small but mighty LatAm investment and value creation team.

Your Responsibilities

Drive Results for Portfolio Companies

- Hands-on Strategy Partner Latin American portfolio companies, actively improving portfolio health.
- Conduct ongoing 1-on-1 portfolio management and strategy sessions with founders.
- Provide support for startup fundraising efforts by connecting them to appropriate investors, building investor decks and financial models.
- Achieve an 80% Qualified Financing (QF) rate to assigned portfolio companies
- Execute 10 new LATAM deals per year

Regional Brand Building

- Build long-term, trusting relationships with local syndicates (~22–25 active groups) and conduct weekly sourcing calls to continuously fill the investment pipeline.
- Consolidate Orbit's LATAM brand positioning by participating in key tech events (such as the SixPoint Miami Summit) as a panelist or keynote speaker, and by developing thought leadership/PR content.

- Draft the core content for incoming Latin American program proposals on an ad-hoc basis to help secure and diversify the regional operating budget.

Be operationally excellent

- Achieve rigorous top-line sourcing targets and maintain rigorous startup pipeline standards.
- Conduct comprehensive due diligence to proactively drive the deal process from evaluation to close.

Team Leadership

- Work with General Partners to create the yearly KPIs for the LatAm team.
- Directly manage junior investment team members and provide matrixed oversight of LATAM resource bandwidth across global operations teams.
- Lead the weekly LATAM Internal Team meeting to monitor pipeline progress, assess portfolio health.
- Bridge Latin American founders with Asian and Middle Eastern opportunities,

Your First Days

By Day 30:

- Build a solid understanding of Orbit's investment thesis and portfolio.
- Take ownership of the weekly LATAM Internal Team meetings.
- Begin managing relationships with existing syndicates.
- Understand current operational and investment status of Orbit LATAM portfolio.

By Day 60 :

- Independently drive end-to-end deal execution
- Own the investment lead role for your select portfolio
- Attend regional events able to represent Orbit's LATAM brand positioning and value proposition
- Source 5 startups that pass General Partner screening

By Day 90:

- Establish yourself as the Strategy Lead in 1-on-1s with current LATAM portfolio companies, able to present portfolio to GP with supported point of view on startup strategy
- Attend regional events able to represent Orbit's LATAM brand positioning as a keynote speaker

Your Profile

- Extensive experience in startup as an operator.
- Venture Capital or Limited Partner experience in deal sourcing, execution, and financial modeling
- Exceptional leadership skills, capable of mentoring analysts, delegating tasks efficiently, and actively advocating for your region's resources.
- Deep network among active LatAm syndicates, founders, and global investors.
- Highly proactive in cross-border orchestration
- Native Spanish speaker and fluent in spoken and written English; willing to accommodate the hours of a global portfolio across multiple time zones.

About Orbit Ventures

Orbit Ventures is a venture capital firm with a mission to drive economic transformation in frontier and emerging markets, capitalizing on the rapid adoption of technology across South Asia, Southeast Asia, Africa, Latin America, and MENA. With almost two decades of investment experience in high-growth markets like China and India, Orbit has established itself as a critical player in bridging technology, entrepreneurship, and industry leaders.

How to Apply

Please click on our [job application form](#) to submit your CV and cover letter. CVs without a cover letter will not be considered. All applications must use the form. For any technical issues, please contact jobs@orbitventures.com.