

Position	Analyst - Evaluation		
Position Type	Contract For Services (2025)		
Company	Cradle Fund Sdn Bhd		
Department	Grant	Unit	Evaluation
Reports to	Head of Unit – Evaluation		

Summary of Role

This role involves evaluating early-stage business proposals, assessing their innovation and commercial potential, and working with entrepreneurs to refine business models, financial projections, and funding requirements. The candidate will manage the application process, present proposals to management, and ensure approval targets and turnaround times are met. Additionally, they will conduct market research, maintain strong relationships with entrepreneurs, and contribute to special projects and personal development. Key challenges include developing expertise in various technologies, financials, and market trends, critically assessing business viability, and managing rejection cases professionally. This role is crucial in identifying, supporting, and strengthening high-potential startups while ensuring sound investment decisions.

Job Description & Responsibilities

Role Purpose

- Evaluate early-stage business proposals in terms of innovativeness and commercial potential
- Engage with entrepreneurs to refine and position their business proposals in order to develop viable business model, realistic projections and sensible funding requirement
- Present the business proposal articulately to management
- Manage a portfolio of business proposals submitted by applicants
- Execute other tasks as required by management

Key Accountabilities

- To achieve number of approvals as set by the management for the year
- To meet average approval turnaround time
- Produce timely reports for review
- To achieve commercialisation rate as set by the management for the year
- To conduct at least one special project for the year
- To attend trainings and conferences for personal development
- To be involved in value-add engagement
- To maintain good relationships with entrepreneur
- Manages the application process (1st level screening, Pitches, FRM, Approval Meetings etc)

Key Challenges

- To have good knowledge in various types of technologies and their applications
- To have good knowledge in financials and projections
- To be able to scrutinise the funding requirements, financials and projections provided by applicants
- To understand market trends and its effect on entrepreneurs' business and strategies
- To be objective and analytical in evaluating business proposals
- To able to manage rejection cases with finesse

<p>Qualifications & Experience</p>	<ul style="list-style-type: none"> • Bachelor Degree • At least 5 years of relevant working experience • Must be tech savvy and keep updated with current technology and trends. • Must be familiar with business and market validation methods/tools. • Have a good grasp of the local start-up scene will be an added advantage • Working in start-up / Venture Capitalist environment will be an added advantage. 	
<p>Skills & Competencies</p>	<p><u>Core</u></p> <ul style="list-style-type: none"> • Analytical thinking is crucial • Good command of English (spoken and written) • Good communication skill and able to communicate at all levels. • Good presentation skill. • To able to manage rejection cases with finesse 	<p><u>Technical</u></p> <ul style="list-style-type: none"> • To have good knowledge in various types of technologies and their applications • To have good knowledge in financials and projections • To be able to scrutinise the funding requirements, financials and projections provided by applicants • To understand market trends and its effect on entrepreneurs' business and strategies • To be objective and analytical in evaluating business proposals