



OUTLINE JOB DESCRIPTION

Role: Venture Builder at ARK

Purpose: Build high-impact, high-commerciality social ventures, using insurance & risk management techniques to address the greatest risks of our generation, and particularly systemic risks to people & planet.

Package: Competitive base salary, depending on experience, plus package

Basis of employment: for discussion, open to freelance, or permanent full-time (compressed 4-day working week)

Base location: Home-based, global but with timezones suited to working with Western Europe (with travel to London UK for Team collaboration).

Start: ASAP.

To apply: contact hire@ninety.com with a Covering Letter (max 1 page) and CV.

Reporting to: Leadership team at ARK, the venture studio at Ninety, or a Venture Lead within the team, depending on seniority / experience.

Responsible for: scoping and building high-purpose, commercially viable ventures.

A different sort of company

ARK builds companies to tackle systemic risks to people and planet. ARK is one arm of Ninety, an established boutique insurance innovation specialist, working with large global insurance brands, and competing successfully with Big 4 consultancies. We are motivated by the belief that insurance is a critical safety net for vulnerable people, businesses and the planet. We are passionate about innovating that safety net to be better and more sustainable for all. Ninety is a wholly owned subsidiary of a registered social enterprise, Ninety CIC, which has a philanthropic mission. As such, 90% of our distributable profit goes to charitable or social impact causes around extreme poverty, with the other 10% being shared amongst staff as a profit share. Our philanthropic vision is to give £1bn to social causes over a 30-year timeframe. Buy-in to our vision and cause is an important part of feeling part of the team at ARK and Ninety.

Overview

We are looking for a venture builder to work on a range of exciting and socially impactful ventures, partnering with some of the world's largest and most reputable corporates, NGOs and public bodies. The role here will be responsible for exploring areas of systemic risk in our four target categories: 1) climate vulnerability, 2) health & wellness barriers, 3) poverty traps, and 4) digital society risks. You'd be identifying viable, scalable business opportunities for new ventures that address these risk areas, using the tools of the risk & insurance industry. The role will also be responsible for validating those venture opportunities, building product and distribution hypotheses, exploring customer reaction, and building investment cases for raising investment. Venture builders at ARK often get involved in building the ventures they have helped scope and validate, too, and we look for great all-rounders with deep purpose motivation, entrepreneurial experience, and ideally familiarity with the insurance sector. You would be working within a venture studio team that allocates small, high-performance teams to individual ventures, and which brings together functional specialists that add value to the whole venture portfolio.

Our ideal team member has impressive experience of innovation delivery, partnership formation, pitching for funding, and an entrepreneurial back-story. We are looking for someone who is eager to get their sleeves rolled up, engaging with some of the biggest ESG



issues of the day, seeking bold opportunities within these. Many of these topics appear unsolvable, or at least uninsurable, and so you'll have to be unphased by the impossible, and to know how to find the needles in the haystacks that we can do something about.

The role is likely to suit people with a) venture studio or innovation consulting backgrounds, or b) entrepreneurs with experience in either our 4 key theme areas, or in the insurance sector itself, but looking to apply those skills with a proven team, strong purpose, and sensible funding behind them. Significant experience on projects at a market research / proposition testing / design specialist (e.g. Market Gravity, BCG Digital Ventures, Adaptive Lab) could be relevant. The role may also suit people with client-side experience, and particularly those with good innovation or digital experience in the insurance sector.

ARK has large ambitions, a strong and active growth plan, and a Board of Big Thinkers drawn from all sectors and multilaterals like the United Nations. The ARK concept has strong traction with major players like AXA, Gates Foundation, Merck, SCOR, the United Nations and Generali, and proper funding behind it. Your career path at ARK and Ninety can be exciting and varied, with the growing business offering opportunities for role expansion and promotion for deserving candidates.

DETAILED JOB DESCRIPTION

Purpose of role

To build high-impact, high-commerciality social ventures, using insurance & risk management techniques to address the greatest risks of our generation, and particularly systemic risks to people & planet.

Role responsibilities

- **Exploring areas of systematic risks in our 4 target categories:**
 - 1) Climate vulnerability
 - 2) Health & wellness barriers
 - 3) Poverty traps
 - 4) Digital dystopia
- **Identifying viable business opportunities**
Identifying viable, scalable business opportunities for new ventures that address these risk areas, using the tools of the risk & insurance industry
- **Venture Validation**
Validating identified venture opportunities, building product and distribution hypotheses, exploring customer reaction, and building investment cases for raising investment.
- **Ninety Methodologies**
Supporting the bedding-in and extension of Ninety's methodologies. Maintaining a customer-centred approach to idea development. Promoting Ninety's values, integrity & ethics.



- **Facilitating Innovation**

Delivering high-quality venture activities and deliverables using ARK methodologies. Keeping partners highly satisfied and addressing issues, where appropriate, throughout the venturing process. Supporting innovation culture in ways of working with partners and colleagues. Reporting plans, activity / deliverable status and progress to your Venture Lead.

- **Teamwork**

Collaborating well with your teammates and being efficient in delivery. Handling miscellaneous other tasks as agreed with your Venture Lead and other ARK senior leaders. Managing more junior members of the team where required. Working with colleagues to develop and refine our approaches while expanding your own knowledge and skills.

We are looking for the following hard skills:

- Minimum of 3 years of hands-on venture building experience with strong evidence of partnership formation, pitching for funding, and an entrepreneurial back-story
- Significant experience on projects or ventures at one or more of:
 - a) a market research / proposition testing / design specialist (e.g. Rainmaking, BCG Digital Ventures, Adaptive Lab),
 - b) an insurance-linked body (e.g. Munich Re or similar),
 - c) an industrial organisation in one of our 4 thematic areas,
 - d) an NGO or public sector body tackling one of our 4 thematic areas, or
 - e) your own entrepreneurial journey (regardless of success).
- Strong, clear, broad and impressive evidence of involvement in innovation delivery. We are looking for a background such as innovation consulting or value proposition development, including MVP development, ideation management, pilot / PoCs, etc.
- We will be looking for clear evidence of your thinking and successes in:
 - Test & learn methods, lean startup approaches, iterative methods
 - Customer co-design, UCD approaches, design thinking, customer research & participation
 - Agile collaboration, Kanban understanding, and full use of digital collaboration toolsets like Slack, Skype, and more.
- Evidence of information security sensitivity and data protection awareness and broad understanding of regulatory implications.
- Understanding and interest in the insurance industry

We are looking for the following personal attributes:

- Alignment to our social vision, with a demonstrable willingness to put personal legacy above personal ambition.
- Innovative mindset and entrepreneurial spirit.
- Intelligence, perseverance, and hard graft: a demanding qualification may help prove that, but we are not hung up on qualifications per se.
- Strong references: from previous employers or investors, but also from previous partners or co-founders. We'll be looking for signs of performance and excellence, but also for evidence of character, integrity, and ethics.



NINETY

- Diplomacy, attention to detail, good numerical, organisational and time management skills and a genuine interest in business, plus excellent MS Office, interpersonal, team working and written/verbal communication skills.
- Ethics, fairness and integrity, all of which are very important at ARK, and will need to be evidenced.

What we offer

Salary: Competitive salary, depending on experience, plus package benefits including pension, life and health insurance, great work-life balance with a 4-day working week. plus a share of 10% profit.

Location: Home-based, global but with time zones suited to working with Western Europe (with travel to London UK for Team collaboration).

Basis of employment: Permanent full-time (4-day working week, Monday to Thursday).

Start: ASAP

Reports to: A senior team member, whose role is to oversee delivery across a venture portfolio.

Hiring process: We will hold initial telephone interviews, then invite a handful of candidates to a formal interview. Those who seem to fit best at formal interview will be invited to a final stage interview. References will be taken up. We are a fast-growing business that is looking for the right people to build for longevity. Please include a Covering Letter (max 1 page) and CV with your application.