

# HIREWIRE

[www.amitysearchpartners.com](http://www.amitysearchpartners.com)

Volume 7

In today's venture landscape, fluency in AI is quickly becoming a must-have. The online [AI for Business and Finance Certificate Program](#) from Wall Street Prep and Columbia Business School ExecEd offers an 8-week, hands-on learning experience designed to help working professionals understand and apply AI in real-world finance and investing contexts. Don't miss out on building real AI skills, growing your network and earning a certificate from a top business school.

Enroll before **June 16, 2025** and use code **AMITY300** to save \$500 on registration.

Come visit us at one of our offices!

[New York City](#)

[San Francisco](#)

[Austin](#)

[Palm Beach](#)

[Chicago](#)

## *Charting Your Path into Venture Capital*

The path to private equity investing is a relatively straightforward one: secure an investment banking internship, land a full-time offer, gain modeling skills through deal experience, then recruit for a private equity associate position. An undergraduate interested in a private equity career will hear this advice reinforced by mentors throughout the industry. In contrast, the path to venture capital can be less linear. Aspiring VC investors often receive a wider range of advice from their mentors: some advocate for starting in private equity to build a strong technical foundation, while others encourage a role within a startup to build operational knowledge. There's no single career blueprint for VC, and multiple entry points exist. VC investors come from various professional backgrounds, reflecting the many paths into the industry. What often distinguishes successful investors is a blend of strong analytical skills, deep networks, and a track record of engagement with startups, whether as founders, operators, or investors.

### **Demonstrate the Qualities of a Venture Investor**

Venture firms value diverse experience. Regardless of your background, the key is to lean into your strengths and frame your experience in ways that align with the skills venture firms seek:

- ***If you've worked in private equity***, highlight the analytical rigor of your experience, your financial modeling expertise, and your experience evaluating business fundamentals and implementing operational improvement initiatives.
- ***If you're coming from a startup***, emphasize your operational agility, problem-solving skills, and empathy for founders navigating the challenges of growth.

- *If you're in an operational or corporate strategy role*, your leadership of products, business lines, or growth initiatives — and your ability to collaborate cross-functionally — will be highly relevant to venture investors looking for those who can assess, support, and scale early-stage businesses.

In addition to highlighting the strengths of your experience, consider what firms are screening for when they meet you and focus on demonstrating the traits that early-stage investors value: a sourcing mindset, scrappiness, comfort with ambiguity, and a deep and intentional interest in startups and your industry of choice. Candidates should be prepared to share tangible examples of resilience, entrepreneurialism, and curiosity — whether that's launching a side project, leading an underdog team, or uncovering overlooked market opportunities. Your career in venture will depend on your work ethic and resilience through periods of uncertainty.

## DEVELOP SECTOR EXPERTISE & INVESTMENT PERSPECTIVE

Venture interviews often test both general investing knowledge and perspective on specific sectors. The best candidates don't just talk about industries they are interested in, they show it. This means actively tracking market trends; keeping up with how startups are being built and funded, including who the key players are, which markets are heating up, and what factors are helping or hindering company growth; engaging with investor content; and contributing thought leadership where possible. Take a well-rounded approach to your interview preparation: what are you excited or cautious about? Which early-stage companies have caught your attention? Are there public companies you admire or founders you follow? Be thoughtful and honest about what you know and where you are still learning. For example, if you position yourself as a subject matter expert on AI, be ready to share insights not only on emerging AI start-ups, but also the underlying technology and how it might transform how businesses operate.

As noted in the [Bain & Company 2024 Venture Capital Report](#), venture investors are allocating more dollars into high-potential sectors including generative AI, data centers, clean energy, robotics, and biotech. Given this trend, candidates aiming to enter VC should stay current on these themes and be prepared to articulate informed, thoughtful views on where they see opportunities and risks. Demonstrating an understanding of these emerging industries signals both market awareness and strategic insight.

## EXPLORE THE FULL SPECTRUM OF VENTURE PLATFORMS

The venture ecosystem encompasses a wide range of firm types — from early-stage seed funds and venture studios to growth-stage investors and secondaries-focused funds. Corporate venture capital (CVC) continues to grow rapidly, especially appealing to candidates passionate about specific industries. Several established industry leading companies have teams investing within their designated sector. Notable CVC platforms include GV (Google Ventures), Salesforce Ventures, Microsoft's M12, Samsung Next, Pfizer Ventures, BMW i Ventures, GM Ventures, Chevron Technology Ventures, and PepsiCo Ventures, among others. Corporate venture has a significant and growing market share: corporate- and CVC-backed deals accounted for 35% of total deal value in 2024, the highest since 2019 according to the Bain & Company 2024 Venture Capital Report.

## PRIORITIZE RELATIONSHIP BUILDING

Lastly — and perhaps most importantly — venture is a relationship-driven business. In our experience, many VC opportunities materialize through personal networks, informal referrals, and trusted introductions. Candidates should take an active approach to building and maintaining their networks: attend industry events, engage with content, reconnect with former colleagues, and seek out conversations with founders, operators, and investors. A casual, exploratory conversation can lead to meaningful career opportunities down the road.

## FINAL THOUGHTS

The most successful venture capitalists aren't defined by where they started, but by their ability to build relationships, identify high-potential opportunities, and stay relentlessly curious about what's next. If you're considering a future in venture, we encourage you to lean into those qualities — and we'd be happy to connect should you wish to explore how your experience might align with this dynamic industry.

---

*To review previous newsletters, please visit our  
[Hirewire Archive.](#)*