



ABOUT COMPANIES STRATEGIES ESG INSIGHTS NEWS CAREERS

Analyst, Go-to-Market

COMPANY

VISTA CONSULTING GROUP

FUNCTION

GO TO MARKET

LEVEL

LOCATION

AUSTIN, TEXAS
CHICAGO, ILLINOIS

Apply: <https://sparc.world/career>

Job Summary

We are looking for a Analyst to join Vista Consulting Group (VCG), the operating and consulting arm of Vista Equity Partners (VEP), the leading private equity firm focused on investing in software, data, and technology-enabled businesses.

The GTM team serves as a trusted advisor to portfolio company leaders to achieve transformational success, by improving or changing their Go To Market, aligned with the value creation plan. As an Analyst on the team, you will:

- Work with investment teams to develop investment theses to conduct GTM due diligence, and identify core value creation opportunities for new prospective investments
- Work with VCG colleagues, investment team members, and portfolio company executives on value creation initiatives that span the different GTM functional areas of our companies (e.g. Market Strategy, Sales, Marketing, Customer Operations)
- Contribute to internal Vista thought leadership initiatives and best practice sharing (whitepapers, sharing summits) across the portfolio
- Partner to drive transformation, and deliver outsized results for the Vista family of companies

This role will give exposure to investment decision making, value creation and transformation and will help you gain practical experience scaling the world's premier software/technology businesses. Former members of this team have gone on to accelerate their careers in larger leadership roles within Vista, joined companies in the Vista portfolio as operators in key strategic roles, and attended premier graduate schools.

Responsibilities

- Problem Framing & Solving
- Analytics & Modeling
 - Provides analytical support and modeling for GTM value creation projects and initiatives
 - Presents analysis in a logical, credible, and thorough manner
- Deliverable Development
 - Builds client ready deliverables and work product that are structured in accordance with best-in-class consulting standards
 - Develops fact-based conclusions that are supported by evidence and data
- Influencing / Throughput to Results
- Project / Workstream Mgmt.
 - Demonstrates the ability to foster teamwork while working on projects
 - Demonstrates the ability to work independently with little supervision when needed

Qualifications

- Four-year degree from a top undergraduate institution
- The ideal candidate will have 1-2 years of experience in management consulting, banking, technology, or venture capital / private equity
- Interest in software, technology, and data enabled companies
- Willingness to travel up to 40% of time
- Strong leadership and project management skills
- Experience managing and influencing others indirectly
- Intellectual curiosity and honesty
- Strong analytical and problem-solving skills
- Excellent communication skills, both verbal and written
- Ability to bring structure to large, complex questions with limited guidance
- Ability to multi-task and operate independently
- As a condition of employment, we require all employees to be fully vaccinated for COVID-19 prior to starting work. For purposes of this policy, “fully vaccinated” means two weeks after either (a) the single dose of a one-dose vaccine regimen, or (b) the second dose of a two-dose vaccine regimen. We will require that you provide proof of full vaccination prior to beginning your employment. We are an equal opportunity employer, and will consider a request for exemption from this policy for medical reasons or sincerely-held religious beliefs where reasonable accommodations are possible without imposing undue hardship, to the extent required by law.