

Twitter Thread by Tyler Swartz



Tyler Swartz
@SWARTZcenter



1/ Pro Tip: Best way to find a job at a startup...

Hint: it doesn't start with a job board...

a thread

2/ Go to [@crunchbase](#) and set up a filter for the following:

1. Amount raised: \$5M - \$10M
2. Announced on: today - 3 days ago
3. Headquarters location: your preference
4. Investor Name: [@Accel](#), [@Greycroftvc](#), [@Sequoia](#), [@a16z](#) etc...

It should look something like this.

Search Funding Rounds

SAVE SEARCH

Companies
People
Investors
Funding Rounds
Acquisitions
Schools
Events
Hubs
Saved

Filters CLEAR (3)

Deal Info (2)

☐ Series A

☐ Series B

+ MORE OPTIONS

Announced On

☐ Past 30 Days

☐ Past 60 Days

☐ Past 90 Days

☐ Past Year

☒ Custom Date Range

today — 3 days ago

e.g. 07/12/20, or 7 days ago

Amount Raised

\$ 5,000,000 — \$ 10,000,000

Funded Company Info (1)

Need more filters?

TRY QUERY BUILDER

3 results

| <input type="checkbox"/> | Transaction Name | Organization Name | Funding Type | Money Raised | Announced Date | <input type="button" value="ADD COLUMN"/> |
|--------------------------|-----------------------------|-------------------|----------------|--------------|----------------|-------------------------------------------|
| <input type="checkbox"/> | 1. Seed Round - LEX M... | LEX Markets | Seed | \$6,000,000 | Jan 13, 2021 | |
| <input type="checkbox"/> | 2. Series B - dv01 | dv01 | Series B | \$6,000,000 | Jan 12, 2021 | |
| <input type="checkbox"/> | 3. Private Equity Round... | Micatu | Private Equity | \$10,000,000 | Jan 13, 2021 | |

EDIT VIEW
EXPORT TO CSV

3/ When a company raises money... they are going to use the capital to build out their team.

It isn't rocket science!

4/ When successful venture firms with track records like, @Accel, @Greycroftvc, @Sequoia, @a16z sink money into a startup. Their chance of success increases astronomically.

5/ Filtering for recent fundraising allows you to get a pulse for when a company is going to add positions to their job board (if they haven't already)

6/ If you see a company that piques your interest here is your order of operations:

1. Check for any job postings that meet your criteria. (If there isn't a job listing for you now... it's all good).
2. LinkedIn, do you have a 1st degree connection to the company?

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3. LinkedIn pt 2, go to the companies LinkedIn page and look at the People tab.

Do you have any strong 2nd degree connections to any investors or employees that work at the company?

If yes, ask your connection if they feel comfortable introducing you.

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4. 4. If step 1 - 3 fail, there is still a glimmer of hope. This is step 4 because I consider it 4th down... and longgg.

Find one of the founders on LinkedIn and send them a note congratulating them on the recent fundraising.

/9 Mention you have been following the company and you are interested in learning more about open opportunities.

Why does this work for small seed - series A startups?

A few reasons...

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1. When you're the founder of a small startup... praise does not come often. When someone from the outside world recognizes your accomplishments it feels good!

2. Hiring is fucking hard... believe it or not... Most startups don't have an endless pipeline of candidates

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Having someone interested in your product come inbound should hopefully constitute a conversation.

Also, I speak from experience... step 4 is how I convinced [@jtdaugh](#) to hire me for my role [@LEX_Markets](#)

A hail mary on 4th and long... but it worked!

The screenshot shows an email client interface. At the top, there's a toolbar with icons for back, forward, search, and other actions. Below the toolbar, the email title is "Full Stack Software Engineer Position" with an "Inbox x" label. The email is from Tyler Swartz to Jesse Daugherty, dated Thursday, October 3, 2019, at 10:07 AM. The body of the email contains the following text:

Hey Jesse,

I hope all is well.

I am reaching out in regards to the open Full Stack position at Lex. I have been following the companies successes and was happy to see the opening on Angel List.

I recently sent my application in and was wondering if there was any other information I can provide. I have attached my resume below for reference.

Thanks again and speak soon,

Tyler Swartz

Below the text, there is a PDF attachment icon labeled "PDF" and a file name "Swartz_Tyler_Resu...".

Below the email body, there are two more email entries in the inbox:

- Jesse Daugherty** to Tyler Swartz, dated Thursday, October 3, 2019, at 10:35 AM. The subject is "Full Stack Software Engineer Position". The body text is: "Hey Tyler, Thanks for reaching out. Do you have time for a call today or tomorrow? Best, Jesse -- Jesse Daugherty Co-Founder Engineering | LEX (212) 655-9816 x7".
- Tyler Swartz** to Jesse Daugherty, dated Thursday, October 3, 2019, at 10:38 AM. The body text is: "Hey Jesse, Thanks for getting back to me. I am available this afternoon from 2pm to 4pm. Does this window work for you? Best, Tyler".

The best part about this approach...

You can save your query and check it every morning. If there are no new funding events that day... don't sweat it.

Check back tomorrow or expand your search by playing with the funding amount filter