Twitter Thread by Tyler Swartz



Tyler Swartz
@SWARTZcenter

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

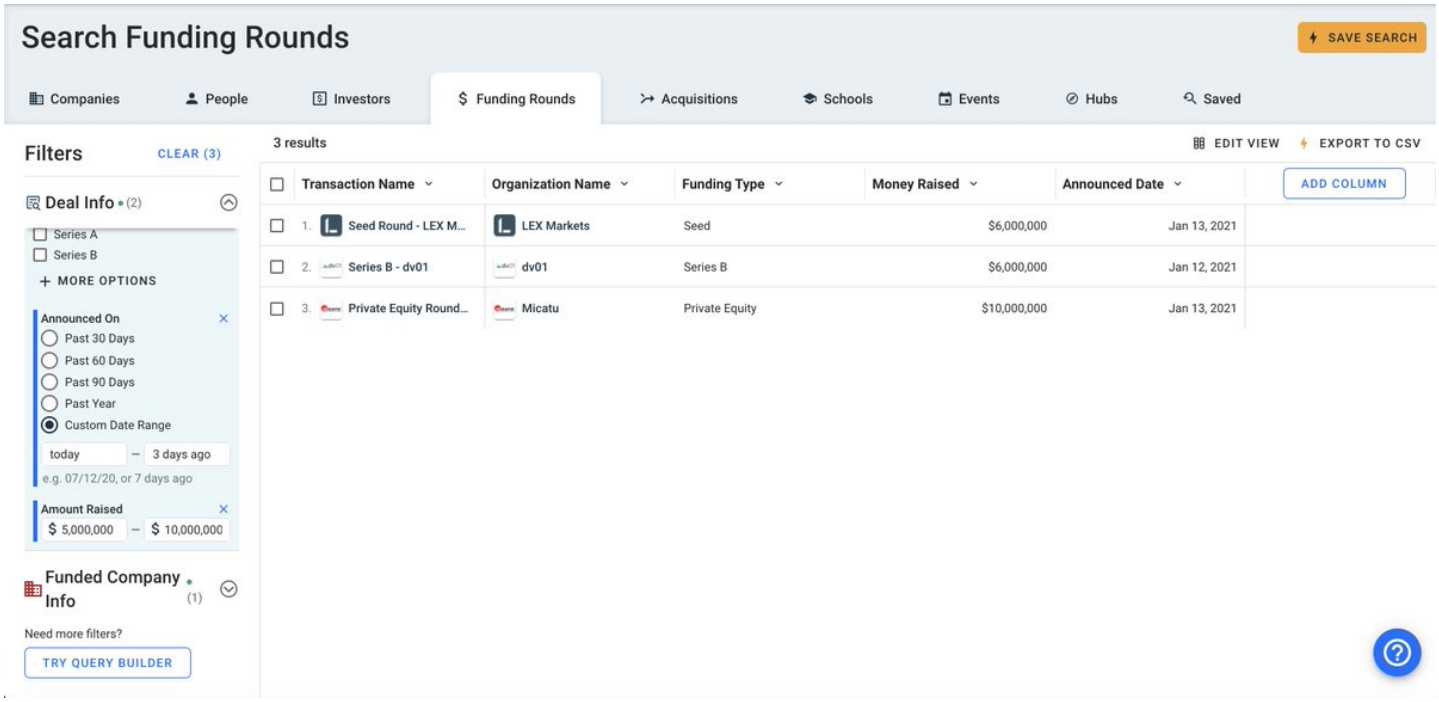
Hint: it doesn't start with a job board…

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.



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

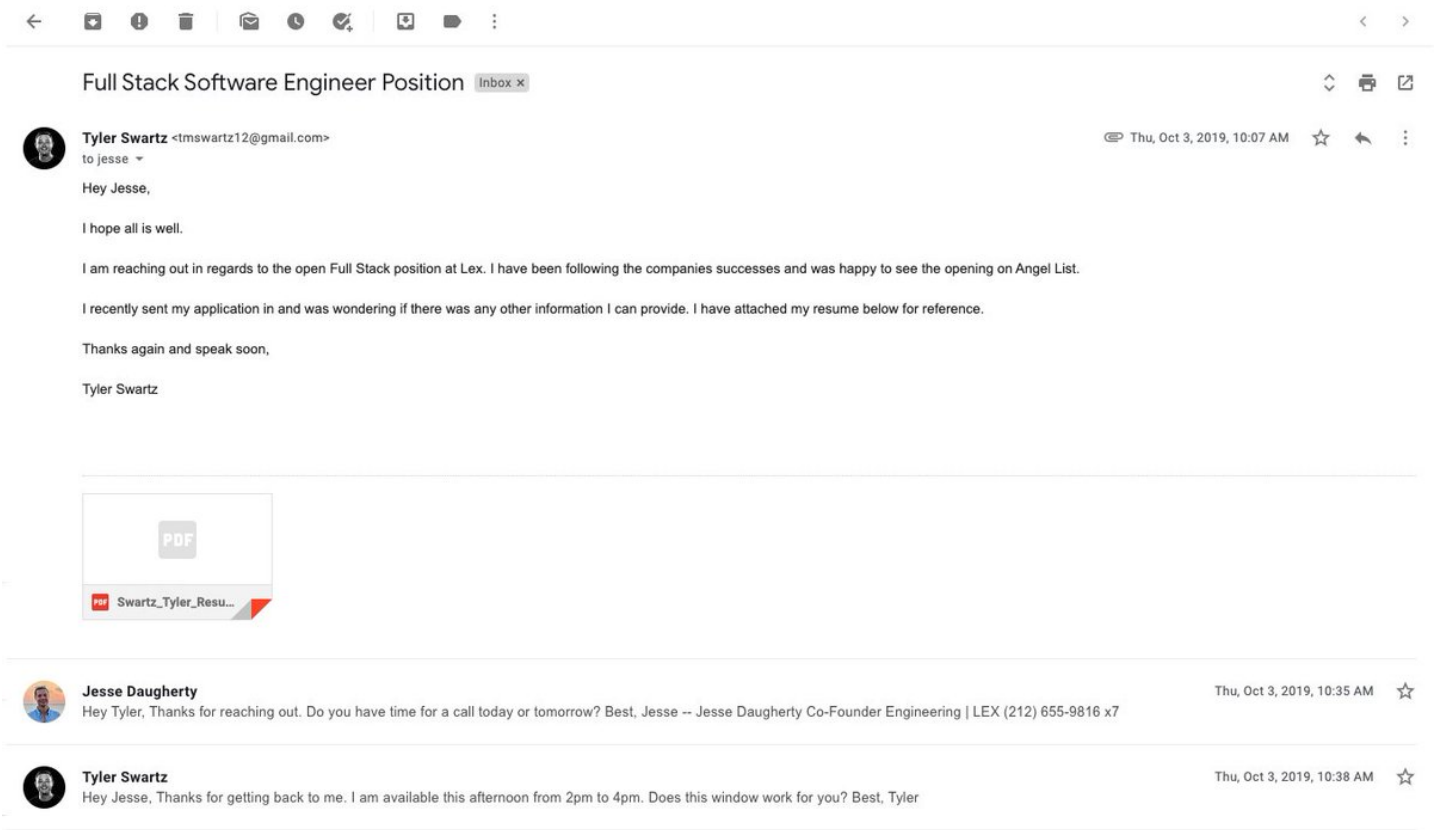
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Having someone interested in your product come inbound should hopefully constitute a conversation.

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 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