

Letlotlo Elliot Nts'o - Leluma

Maseru, Lesotho | +266 58568881 | elliotntso@yahoo.co.uk

Professional Summary

Venture Capital professional with experience in trade finance compliance, procurement administration, music business consulting and market research. Skilled in scouting new and existing ventures, evaluating early-stage startups, conducting commercial and technical due diligence, preparing investment memoranda, building founder relationships, and simplifying complex financial and technical concepts for strategic decision-making.

Technical Skills

- Venture Capital: Deal sourcing, startup evaluation, due diligence, investment memos, founder screening, AI-driven research and workflow enhancement (ChatGPT, Claude, Perplexity, Gemini), Google AI Plus suite.
- Finance: Trade finance (LC, SBLC, BG), AML/KYC/CTF.
- Analysis: Excel, market research, data analysis.
- Professional: Negotiation, stakeholder management, communication.

Professional Experience

LvlUp Ventures

Venture Scout | June 2026 – Present

- Source and evaluate high-potential early-stage startups aligned with the firm's investment strategy.
- Screen founders and assess business models, market potential, and leadership teams.
- Prepare investment summaries and deal memos.
- Introduce qualified founders into the firm's dealflow pipeline.
- Represent the firm at startup events, networking activities, and local startup ecosystems.

Extern (HP Tech Ventures Deal Sourcing & Start-up Analysis)

Deal Sourcing & Start-up Analyst (Extern) | Mar 2026 – Apr 2026

- Executed outbound and data-driven deal sourcing.
- Evaluated startups against investment pillars and TAM requirements.
- Conducted technical due diligence and technology-investment matching.

- Prepared concise internal reports on investment opportunities.

Euro Exim Bank

Trade Finance Executive (Independent Sales Consultant) | May 2025 – Present

- Generate international trade finance business.
- Manage client relationships and AML/KYC/CTF compliance.

Mo-Nitta International (Pty) Ltd

Music Distributor & Publisher | Jan 2020 – Present

- Manage artist acquisition, contracts, partnerships, music distribution, publishing administration, royalty collection, and release strategies.

Lumorus

Data Collector (Remote) | Jul 2024

- Collected socio-economic and demographic data.
- Identified nonprofit organizations aligned with partnership missions.

Ministry of Education & Training (LEQEP project funded by World Bank)

Records Officer (Procurement) | Mar 2017 – Aug 2019

- Managed office administration for the procurement unit and procurement records for World Bank's quarterly audits.
- Administered the procurement cycle from needs identification to post-contract supplier management.

Education

Bachelor of Science in Business Administration, University of the People, USA (2025)

Diploma in Office Administration & Management, Lerotholi Polytechnic, Lesotho (2013)

Professional Certifications

Extern – HP Deal Sourcing & Start-up Analysis Externship (2026)

YALI – Public Sector Service & Business Creation & Expansion certifications (2015)

Professional References

1. Saima Rahman

Program Manager (HP Deal Sourcing & Startup Analysis)

Extern

Email: saima@extern.com

2. Zulane Leponesa

Procurement Specialist

LEAP (funded by World Bank)

zulane.leponesa@gmail.com