

## Managing Director, North America

**Location:** US Based - San Francisco Bay Area

New Forests ([www.newforests.com.au](http://www.newforests.com.au)) seeks an exceptionally qualified industry leader for an exciting position of Managing Director, North America, leading its US-based team. In this role, you will be responsible for the day-to-day operational functions of managing an investment management business that raises and invests capital in sustainable forestry and carbon assets and manages those assets for long-term stable returns and climate impact. The Managing Director will also be responsible for overseeing the growth of the North American business from approximately USD 1B in capital and assets under management to a target of USD 2B over the next 2-3 years.

New Forests is a global investment manager of nature-based real assets and natural capital strategies, with AUD 8.7 billion (USD 6.5 billion) in assets under management across 1.1 million hectares (2.6 million acres) of investments. We manage a diversified portfolio of sustainable timber plantations and conservation areas, carbon and conservation finance projects, agriculture, timber processing and infrastructure. We aim to generate shared prosperity for our clients and the communities in which we operate and accelerate the transition to a sustainable future.

New Forests' vision is to see investment in land use and forestry as central to the transition to a sustainable future. To achieve this vision, New Forests' investment strategies support the role of forests as nature-based solutions, provide sustainable wood fibre for the growing circular bioeconomy, and contribute to the sustainable development of regional economies and rural communities. Headquartered in Sydney, New Forests is a Certified B Corp and operates in Australia, New Zealand, Southeast Asia, Africa and the United States.

New Forests' US business currently manages over 430,000 acres of forests in California and Oregon for sustainable timber yield and climate impact and has implemented forest carbon offset projects on over 375,000 acres with Native Americans and family forest landowners. A pioneer in integrating payments for carbon ecosystem services in forestry real asset investment, the US business is poised to continue to grow significantly in North America as demand for natural climate solutions expands.

### Primary Role Focus:

The Managing Director, North America will oversee the North American operating business, which includes oversight of both future investment transactions as well as operational management and governance of existing fund portfolios. The Managing Director may also serve on the company's investment committees, portfolio boards of the global New Forests business. The Managing Director will be a key leader within New Forests, operating in a high growth but increasingly competitive business environment with highly sophisticated clients. The Managing Director, North America will oversee investments of various scales, that operate in in both domestic and export wood fibre markets alongside domestic compliance carbon markets and lead a team of up to 20 (and growing) US based employees.

### Other responsibilities of the role:

- Leading business operations profitably and efficiently in line with the company's existing strategic plans
- Developing and implementing short and long-term strategic plans
- Driving organisational success through exceptional leadership and alignment with New Forests mission and vision
- Reporting to the global New Forests board, providing market insights and strategic advice
- Developing and maintaining positive and trust-based relations with the Executive team, peers, shareholders, investors and other third parties
- Developing and maintaining positive relationships with key external stakeholders, including existing and prospective investors
- Building and enhancing the company's public profile at events, speaking engagements, etc.

### New Forests Asset Management Pty Ltd

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- Ensuring company information, policies and legal guidelines are clearly communicated
- Assessing, managing, and resolving unexpected developments and situations that arise in the course of business operations

**We are seeking candidates with:**

- A degree in business, marketing or a related field, Master's degree preferred.
- Extensive experience as a Managing Director in the institutional investment field or in a similar role
- Significant experience leading an operating business profitably and efficiently
- Proven success in developing and executing business strategies to achieve short and long-term goals
- Significant experience in investment management, including major transaction experience, governance of operating businesses and working with institutional clients
- Excellent leadership skills with the ability to adapt, inspire and engage a group of highly skilled professionals and build a collaborative team culture; experience in matrix-reporting organisations a benefit
- A personal commitment to environmental and social impact investing
- A commitment to the values and purpose of New Forests and the ability to motivate and engage others and shape a positive performance culture
- Excellent communication, negotiation, and presentation skills. The ability to communicate with presence, impact, and influence to engage stakeholders
- Strong analytical, critical thinking, organisational and problem-solving skills
- Able to excel in high-pressure situations and effectively manage your own energy, time, and stress levels
- Effective judgement and capacity to make complex decisions
- Excellent negotiation skills and the ability to operate in multiple cultural contexts including North America, Asia, Africa, and Australia
- Experience in overseeing best-practice governance programs in operating businesses
- Proven ability to align organisational vision, values and strategy with team goals, actions, and performance management systems
- The ability to identify and initiate opportunities for growth, change and innovation
- Demonstrated capacity to support an organization's commitment to diversity, equity and inclusion
- A flexible mindset with the ability to adapt to change quickly and effectively
- Must have strong Microsoft Office skills including Outlook, Word, Excel

**What can we offer?**

Our environment is busy and supportive, and the team is professional but relaxed. If you join us, you would be joining a growing, fast paced business which is an environmental and sustainable leader in forestry investment. You will also be working with professionals who are passionate about their work!

We pride ourselves on having a supportive New Forests culture that is inclusive to all and we would love to learn how you can bring your unique skills and experience to our business. If you have experience in any of these areas, we encourage you to apply for our roles, even if you only meet some of the criteria.

To apply, please provide your resume and cover letter, explaining your interest and qualifications for the position, in PDF format, to [careers@newforests.com.au](mailto:careers@newforests.com.au)

Phone calls will not be accepted.

New Forests is a Certified B Corp and an Equal Opportunity Employer that values diversity and inclusion. We offer flexible working arrangements to all employees to support their work/life balance.