

## Associate Director, Investor Relations

**Location:** Nairobi, Kenya preferred, however candidates seeking to work elsewhere will be considered.

New Forests ([www.newforests.com](http://www.newforests.com)) seeks a qualified candidate for the position of Associate Director, Investor Relations. Reporting to the Global Head, Investor Relations, you will be primarily responsible for leading the capital raising program for New Forests' African investment products by engaging with a range of institutional investors on a global basis. The Investor Relations team oversees capital raising, client relations and reporting for New Forests. The team operates in a fast-paced environment with a strong focus on high quality, long-term and transparent investor relationships.

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.

### Responsibilities include:

- Managing the fund-raising process associated with raising capital for commingled funds and co-investments, including the planning of capital raising campaigns, prospect identification, due diligence, governance and compliance, negotiations, relationship management, and account closing.
- Identifying and evaluating potential institutional and impact investment clients through the development of a high-quality capital raising strategy.
- Growing brand and product awareness of New Forests in the African, Asia Pacific, European and US markets, including direct marketing of African products and funds to new and existing clients. Sharing of capital raising responsibilities in other jurisdictions may also be required, given that we work in a team environment.
- Working with the investments team in Sydney and the broader New Forests team globally, to develop due diligence and fund-raising materials which support the branding of New Forests and the investment products that are being offered to institutional investors.
- Working closely with New Forests' Executive Committee, Investor Relations team, and investment teams to ensure the African capital raising program delivers on New Forests' business plan.
- Travel internationally, as required

### We are seeking candidates with the following qualifications, experience, and strengths:

- Strong experience in wholesale product capital raising with preference for experience working with institutional investors and an established network of prospective clients.
- Direct institutional client experience with a demonstrated capacity for maturity and confidence in managing institutional investors and business relationships in the financial services sector.
- Fund-raising and/or separate accounts experience (essential). In addition, demonstrated ability to:
  - manage capital raising campaigns, including development of pitch materials and offering documents, and
  - work with fund partnership agreements, governance processes, and negotiation of terms and agreements.
- Experience working in alternative assets (e.g., timber, agriculture, infrastructure, real estate, private equity) and/or impact investing and sustainability (beneficial).
- Minimum Bachelor's degree in business, economics, finance, liberal arts, or equivalent.
- A demonstrated understanding of modern portfolio theory and institutional investors' approach to portfolio management and allocation as well as other elements of financial theory related to private funds management.
- Excellent project management capability with highly developed organisational skills related to time management and project management.
- Excellent verbal communication, including presenting and storytelling ability. Must have the ability to learn and process large amounts of information quickly and confidently, to present New Forests' vision, mission, investment capability, and track record, to the market.

### New Forests Asset Management Pty Ltd

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- Superior writing and editing skills with ability to conceptualise and understand how to communicate complex information to prospective investors through presentations, briefing notes, offering documents, and other media. Ability and desire to work with other people in New Forests to develop these materials in a timely and high-quality manner.
- A demonstrated and knowledgeable interest in sustainability and responsible investment.
- A team player who works well under pressure and deadlines.
- A high degree of proficiency in Microsoft Office (Word, PowerPoint, and 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.