

Manager, Investor Relations (New Agriculture)

Location: Sydney or Melbourne

New Forests (www.newforests.com) seeks a qualified candidate for the newly created position of Manager, Investor Relations (New Agriculture).

In this role, you will lead the capital raising program for the New Agriculture investment products by engaging with a range of international institutional investors. You will be a member of the Investor Relations team which 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.

Reporting to the Global Head of Investor Relations, and working closely with the Director of Agriculture, the Manager, Investor Relations (New Agriculture) will be primarily responsible for developing and implementing a capital raising strategy for the New Agriculture business. As part of the Investor Relations team, you will also be involved in engaging prospects on the company's other investment products. You will have responsibility for all steps in the capital raise cycle from researching prospective clients to representing New Forests at those meetings and building out the suite of marketing materials needed for the capital raise strategy for New Agriculture. You will also be involved in supporting the Director of Agriculture and other internal teams to execute the closing of investment products, which may include both funds and separate accounts.

New Agriculture was launched in August 2022 as a business division of New Forests. New Agriculture was established to both manage the Lawson Grains 100,000-hectare aggregation, acquired by New Forests and Alberta Investment Management Company (AIMCo) in January 2022. New Agriculture is now building a portfolio of agriculture assets globally, starting in Australia and New Zealand. Our objective is to manage these assets for market leading investment returns through sustainable agricultural production while also aligning with New Forests' strategic impact objectives to contribute to nature-based solutions, shared prosperity and the circular bioeconomy.

New Forests is a global investment manager of nature-based real assets and natural capital strategies, with AUD 10.7 billion (USD 7.3 billion) in assets under management across 1.2 million hectares (3.1 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.

Headquartered in Sydney, New Forests is a Certified B Corp and operates in Australia, New Zealand, Southeast Asia, Africa and the United States.

The Manager, Investor Relations (New Agriculture) will be primarily responsible for the following functions:

- Managing the fund-raising process associated with raising capital for New Agriculture which may include separate accounts, club deals, commingled funds and co-investments, including the planning of capital raising campaigns, prospect identification and due diligence.
- Working closely with the Global Head of Investor Relations, and with the Director of Agriculture, to manage negotiations, broader relationship management of prospects, and account closings.

New Agriculture Pty Limited: a New Forests company

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- 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 Agriculture in the Asia Pacific markets.
- Working with the New Agriculture team in Sydney and the New Forests team globally, to develop due diligence and fund-raising materials which support New Agriculture and New Forests and the investment products offered to institutional investors.
- Some travel within the ANZ region and 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 global 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. In addition, demonstrated ability to manage capital raising campaigns, including development of pitch materials and offer documents.
- Experience working in alternative assets (e.g., agriculture, timber, infrastructure, real estate, private equity) and/or impact investing and sustainability (beneficial).
- Minimum Bachelor's degree in business, economics, finance, liberal arts, or equivalent.
- 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.
- 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

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.