

## Managing Director, Africa

**Location:** Nairobi, Kenya

We are seeking a suitably qualified person to undertake the above role. The primary focus of this role is to drive growth in the African business and effectively manage the investment of capital in sustainable forestry, natural capital assets, and, the management of those assets for long-term stable returns and climate impact, in accordance with New Forests' investment mandates in Sub-Saharan Africa (SSA).

New Forests is a global investment manager of nature-based real assets and natural capital strategies, with AUD 10.73 billion (USD 7.3 billion) in assets under management across 1.2 million hectares (3.14 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. New Forests aims to generate shared prosperity for our clients and the communities in which we operate and accelerate the transition to a sustainable future.

The African Forestry Impact Platform (AFIP) is a New Forests' managed permanent capital vehicle investing in forestry operating businesses and associated timber value chains across SSA. The fund also aims to target and deliver on the following impact themes: climate mitigation, biodiversity conservation, gender and improving local communities' livelihoods.

### **In close collaboration with New Forests' Managing Director for Asia, the responsibilities of this role will include:**

- ▶ Developing and implementing short and long-term strategic plans for the African business and executing Funds Management strategies in accordance with New Forests systems, policies, and governance framework.
- ▶ Contributing to fundraising through engaging with prospective clients and supporting the Investor Relations team to raise capital for Africa products, via investor presentations, roadshows and other capital raise events.
- ▶ Contributing to the achievement and evolution of New Forests' business in Africa via mission aligned growth strategies. As a senior member of the business, drive organisational success through exceptional leadership and alignment with New Forests mission, vision and values to foster the company culture, creating a positive and constructive environment for all employees.
- ▶ Being a key leader within New Forests, successfully guiding and developing the Africa-based team, in the context of a global matrix structure, to achieve New Forests' strategic goals while operating in an emerging but increasingly competitive market environment with highly sophisticated clients.

### **New Forests Asset Management Pty Ltd**

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- ▶ Successfully execute New Forests' business strategies and Funds Management growth plans.
- ▶ Developing and maintaining positive, trust-based relations with key internal and external stakeholders, including the Executive team, peers, shareholders, existing and prospective investors and other third parties.
- ▶ Reporting to the global New Forests' board as required, providing market insights and strategic advice.

The successful candidate will have the opportunity to work in an award-winning company in the natural capital impact investing space: <https://newforests.com/environmental-finance-award-wins/>

Since our inception in 2005, sustainability and delivering results for our clients has been at the heart of New Forests' business. Because sustainability is in our DNA, we attract individuals who are interested in helping clients solve problems, and doing so with climate, community and impact in mind.

Through our advocacy engagement, we aim to amplify our effort, voice, and influence. New Forests participates in industry initiatives, networks, and organisations to advance responsible investment, sustainable forestry, and carbon markets through collaboration, knowledge sharing, and development of best practices. To advance New Forests' 2030 vision, our strategies seek to create positive ESG impacts at scale in three priority areas: Nature-based Solutions, Shared Prosperity and the Circular Bioeconomy.

New Forests is a Certified B Corp and an Equal Opportunity Employer that values diversity and inclusion.

**The successful candidate will align to New Forests' Mission, Vision and Values:**

- ▶ New Forests' Mission is to be the world's leading manager of nature-based investments.
- ▶ New Forests' Vision is to see investment in land use and forestry as central to the transition to a sustainable future.
- ▶ New Forests' Values include: Respect, Integrity, Client Focused, Persistence.

**Other key responsibilities will include:**

- ▶ Working with the Kenyan team in the key areas of Investor Relations, Investments, Investment Analytics and Operations to:
  - Effectively and competently liaise with local authorities on regulatory matters related to the activities of New Forests' business and its Funds Management activities.
  - Collaborate constructively with key partners connected to New Forests and Fund operations. Actively contribute to client relations and marketing requirements for capital and Funds Management.
  - Contribute to New Forests' corporate governance, risk and compliance programs, sustainability and responsible investment projects and activities.

**Required technical skills, experience and knowledge:**

- ▶ Experience at a senior level in institutional Funds Management, real asset Funds Management or in a similar role, with direct experience in Sub-Saharan Africa.
- ▶ Proven success in developing and executing business strategies to achieve short and long-term goals.
- ▶ Excellent leadership skills with the ability to adapt, inspire and engage a group of highly skilled professionals and help build a collaborative team culture; experience in matrix-reporting organisations a benefit.
- ▶ Capacity to work transparently and cooperatively with governments and navigate emerging market risk profiles.
- ▶ Capacity to build effective networks and relationships with key stakeholders.
- ▶ Experience in real asset portfolios and an understanding of what drives long term value creation.

**Required qualifications, leadership and personal skills:**

- ▶ A degree/s in business administration, finance, forestry, conservation science, or related fields.
- ▶ Excellent communication, negotiation, and presentation skills. The ability to communicate with presence, impact, and influence to engage stakeholders and help raise capital from Institutional investors.
- ▶ The ability to operate in multiple cultural contexts including South-East Asia, Japan, North America, Africa, Australia and New Zealand.
- ▶ Ability to embrace and demonstrate New Forests' commitment to diversity, equity and inclusion.
- ▶ A commitment to the values and purpose of New Forests and the ability to motivate and engage others and shape a positive performance culture.
- ▶ Proven ability to align organisational vision, values and strategy with team goals, actions, and performance.

**Beneficial technical skills, qualifications, experience and knowledge:**

- ▶ Forestry operations experience and forest science.
- ▶ Knowledge of global carbon markets and the related opportunities to create value in the forestry and land sector.
- ▶ Understanding/knowledge of forestry and/or other real asset valuation.

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