

Head of Institutional Fundraising, UK/Europe

Location: UK location is preferred, but locations in Europe will be considered

New Forests (www.newforests.com) seeks a qualified candidate for the position of Head of Institutional Fundraising, UK/Europe. This role is responsible for working closely with the existing capital raise team to further develop and enhance the capital raising strategy for prospective UK/European investors as well as lead the engagement with prospects across the UK and Europe on New Forests' entire suite of investment products, in conjunction with the broader team.

Reporting into New Forests' Global Head of Investor Relations, based in Sydney, this role will be a member of New Forests' Investor Relations team which oversees capital raising, communications, client relations and reporting for New Forests globally. New Forests' capital raising team is a critical component that provides inflows of new capital for New Forests to invest. 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 11.7 billion (USD 8 billion) in assets under management including over 4.3 million hectares (10.6 million acres) of land across the regions in which we operate. 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 Head of Institutional Fundraising, UK/Europe will be primarily responsible for the following functions:

- Educating prospective investors in the UK and European region about the natural capital asset class and the role New Forests' strategies may play in their portfolios.
- Identifying and evaluating potential institutional and impact investment clients through the development of a high-quality capital raising strategy.
- Representing New Forests at forums and events across the UK and Europe.
- Managing the fund-raising process associated with raising capital for New Forests' strategies which may include separate accounts, club deals, commingled funds and co-investments, including the planning of capital raising campaigns, prospect identification and due diligence.
- Developing and managing relationships with key investment clients in the UK and Europe for all New Forests' investment strategies, in collaboration with the wider Investor Relations capital raising team.
- Developing strong and compelling narratives and investment theses to support investor education and build momentum with investors to raise capital for New Forests' investment strategies.
- Being a key contact between New Forests and Nomura Asset Management (NAM) as part of the established a distribution partnership, to leverage NAM's existing network of contacts and clients as part of the capital raise process to drive further investments into the natural capital space.

- Working closely with the Global Head of Investor Relations to manage negotiations, broader relationship management of prospects, and account closings where applicable.
- Working with the communications and events team to grow brand and product awareness of New Forests in the UK, Europe, and internationally.
- Working with 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.
- Travel within the UK and European region and internationally as required.

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

- Experience working in real assets, particularly alternative assets (e.g., forestry, agriculture, natural capital, infrastructure, real estate, private equity) and/or impact investing and sustainability.
- Strong experience in institutional and wholesale product capital raising with preference for experience working with institutional investors and an established network in the UK/European region.
- Direct institutional client experience with a demonstrated capacity for maturity and confidence in managing institutional investors and business relationships in the financial services sector.
- Experience raising capital for commingled funds, club deals and/or separate accounts experience. In addition, demonstrated ability to manage capital raising campaigns, including development of pitch materials and offering documents.
- 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 strong team player who works well under pressure and deadlines.
- A self-motivated and results-oriented individual with strong interpersonal skills.
- A high degree of proficiency in Microsoft Office (Word, PowerPoint, and Excel).

How to Apply

- 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 submit an application through New Forests recruitment portal.
- Phone calls will not be accepted however you may contact us through email: careers@newforests.com.
- 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.