

JOB TITLE: ASSOCIATE PRINCIPAL, ORIGINATION - TRANSACTIONS

ROLE OVERVIEW

We are looking for an enthusiastic, hardworking individual with a proven track record within the private equity / financial sector to join our London Office. We pride ourselves on our high standards and peerless execution, and the candidate will fulfil an experienced origination role within the Transactions team, leading on business development and origination efforts and providing strategic input to the senior members of the team. The ideal candidate will have a naturally high attention to detail and approach all interactions (both internal and external) with professionalism and maturity. For key responsibilities, please see the section below. This role provides a varied day to day schedule and comes with excellent employee benefits (including 23 days of annual leave plus Christmas closure).

KEY RESPONSIBILITIES

PRIMARY RESPONSIBILITIES (Not limited to...)

- ▶ Lead the research and identification of target clients, and maintain relevant databases
- ▶ Drive due diligence efforts on potential opportunities
- ▶ Lead and manage the preparation of pitches
- ▶ Participate in initial interactions with potential clients and develop appropriate relationships
- ▶ Price analysis of potential secondary opportunities and lead negotiations with potential clients
- ▶ Establish new and build on pre-existing client relationships

CLIENT INTERFACE

- ▶ Significant senior client and prospect interaction
- ▶ Develop strong relationships and credibility with client peers and seniors
- ▶ Establish and maintain secondary buyer, lawyer and other market participant and referral relationships

ADDITIONAL RESPONSIBILITIES

- ▶ Play an essential role in the growth of the secondaries business, including providing strategic input to senior team members
- ▶ Develop and maintain relationships with key team members
- ▶ Ability to support in execution of transactions
- ▶ Maintain full understanding of all Rede transaction mandates and market developments

GENERAL

- ▶ 7-10 years' experience of working in the private equity investment, private capital fundraising, investment banking M&A or corporate finance advisory sectors
- ▶ Proven experience and excellent track record with pitch preparation, due diligence and client interface

INDUSTRY EXPERIENCE

- ▶ Experience of private equity secondary transactions
- ▶ Experience as a secondary market participant (buyside or advisory)

COMPETENCIES / ATTRIBUTES

- ▶ Strong interest in the private equity secondaries market with motivation to develop a personal brand within the industry
- ▶ Track record of client and/or investor exposure and impact – having taken the lead with counterparty interaction
- ▶ Ability to “think on their feet” with good commercial judgement
- ▶ High level of attention to detail, organisation skill and ability to multi-task and meet deadlines
- ▶ High level of verbal and written English communication skills (additional European languages a plus)
- ▶ Strong numerical and excel skills, including modelling experience
- ▶ Solid understanding of corporate finance (balance sheets, P&Ls, capital structures, etc.)
- ▶ Experience of working in PowerPoint and Word
- ▶ Strong work ethic, commitment and self-drive
- ▶ Experience of working with CRM helpful but not essential

HOW TO APPLY

- ▶ Please send your CV and covering letter to: careers@rede-partners.com
- ▶ [Return to Rede Partners homepage](#)

Rede Partners LLP is a limited liability partnership registered in England and Wales with registered office at 110 Park Street, London W1K 6NX (Registered No. OC361093). Rede Partners LLP is authorised and regulated by the Financial Conduct Authority in the U.K.

Rede Partners (Americas) LLC is a limited liability company registered in Delaware with registered office at Suite 408, 1270 Avenue of the Americas, New York 10020. Rede Partners (Americas) LLC is a registered broker-dealer with the U.S. Securities and Exchange Commission and various U.S. state securities administrators and is a member in good standing of FINRA and the Securities Investor Protection Corporation. Check the background of this firm on FINRA's BrokerCheck.