

JOB TITLE: ASSOCIATE PRINCIPAL, COVERAGE (US)

ROLE OVERVIEW

Opportunity to join Rede Partners (“Rede” or the “Company”), a leading independent fundraising advisor to the private equity industry that counts some of the leading GPs on a global basis as partners, including larger, more established firms such as Hg, PAI, Nordic Capital, TCV and smaller, more specialized firms such as Alchemy Partners, Avedon, Activant Capital, Valedo, and Summa Equity. The Company also provides other advisory services, such as LP-perception studies, fundraising viability studies, new product development, positioning and marketing consulting, and on-going investor relations advisory. With a well-resourced 80+ person team based in London and New York, Rede has a rigorously implemented approach combining focus, a comprehensive service offering across the entire spectrum of investor-facing activities, and a long-term business development perspective.

The Company’s ethos - “one Rede” - is underpinned by a unified mindset and approach focused on an unwavering commitment to delivering clients’ objectives, helping them face the challenges and opportunities of today’s capital-raising environment.

Rede team members see themselves as extensions of their clients’ teams, and aspire to develop long-term relationships anchored on thoughtful, holistic advice. Rede team members can be described as consultative, relationships-driven, analytical, cerebral, and highly committed.

KEY DETAILS

ROLE:	Coverage Associate Principal
LOCATION:	New York, NY
SALARY:	Competitive + discretionary bonus

CANDIDATE PROFILE

Culturally, Rede team members tend to be highly collaborative, energetic, positive, cerebral, strategic, thoughtful and consultative. Every team member at Rede is a steward of the culture and of this unified approach. Professionals who come from star-driven cultures and/or who are used to operating in narrowly-defined silos would almost certainly find it difficult to integrate and thrive at Rede.

RELATIONSHIP-BUILDING: ability to build and sustain relationships of trust with institutional investors and influencers. Unwavering client service orientation. Thoughtful, consultative mindset and long-term orientation.

PROVEN SALES SKILLS: proven track record of success in identifying target investors, conducting initial meetings, advancing the conversation, positioning the firm / product / strategy, and closing.

RESULTS ORIENTATION: strong process management and organization skills, with ability to skillfully manage multiple workstreams concurrently, while maintaining an unwavering commitment to delivering for clients and colleagues.

COLLABORATION AND INFLUENCING: ability to partner effectively with internal and external stakeholders. High emotional intelligence, with ability to strike the right balance between assertion and listening / reflection. Credible and compelling communication style. Real interest in and talent for working with and mentoring less experienced team members.

PRIMARY RESPONSIBILITIES

- ▶ Cultivate a deep and broad network of North American LP relationships, who view him/her as a trusted advisor;
- ▶ Effectively position Rede's mandates to investors to successfully secure capital commitments;
- ▶ Develop trusted GP client relationships alongside other Rede team members, and credibly provide strategic positioning and marketing advice to those GPs;
- ▶ Gain market intelligence to inform the advice provided to clients as well as mandate origination and GP selection by Rede;
- ▶ Utilize and build upon existing GP network to assist in originating new North American mandates.

EXPERIENCE

- ▶ 7-10 years of work experience in financial services; preferably in the private equity industry
- ▶ Strong, established relationships with North American institutional investors focused on private equity
- ▶ Deep knowledge of institutional fundraising for alternative investments, the private markets GP landscape and corporate finance
- ▶ Series 7, Series 63 and/or CFA/CAIA preferred

HOW TO APPLY

- ▶ Please send your CV and covering letter to: careers@rede-partners.com

- ▶ [Return to Rede Partners homepage](#)

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