

JOB TITLE: ASSOCIATE PRINCIPAL - IMPACT

ROLE OVERVIEW

We are looking for an enthusiastic, hardworking individual with a proven track record within the private equity / financial sector to join the Impact business line in our London Office. We pride ourselves on our high standards and peerless execution, and the candidate will fulfil an experienced, hybrid role incorporating Advisory and Coverage responsibilities, leading on client relationship management and fundraises, providing strategic input as part of the senior team for the Impact business line. The ideal candidate will have a natural passion for the impact and sustainability megatrend / opportunity, a naturally high attention to detail and approach all interactions (both internal and external) with professionalism and maturity.

Alongside working for one of the leading private markets advisers in Europe, 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...)

- ▶ Key role in execution of fundraises and other GP-led interactions from start to finish
- ▶ Leading/supporting on the strategic aspects of deals and managing any challenges and issues
- ▶ Input into strategic direction and evolution of Rede's Impact franchise
- ▶ Primary responsibility for select number of key LP accounts
- ▶ Establishing target investors, conducting initial meetings, advancing the conversation, positioning the firm / product / strategy, and closing
- ▶ Develop market intelligence to inform the advice provided to clients as well as mandate origination and GP selection by Rede
- ▶ Management of Associates and Analysts and their workload; oversight and training of junior members of the team, advising on recruitment, promotion, and performance
- ▶ Driving material preparation efforts and executing fundraising process management, oversight of material prepared by junior members of the team
- ▶ Oversight / input into impact operations (market materials, thought pieces, etc.)
- ▶ Conducting due diligence and compliance with regulations for new deals / when appropriate

Client interface

- ▶ Significant senior client interaction during course of fundraise
- ▶ Ability to cultivate and sustain deep relationships of trust with institutional investors
- ▶ Unwavering client service orientation
- ▶ Thoughtful, consultative mindset and long-term orientation
- ▶ Main point of contact for client on process / operational issues
- ▶ Attend regular client meetings/conference calls and provide key input to these meetings
- ▶ Develop relationships with client peers as well as relationships / credibility with clients above peer level

Experience

- ▶ At least 5+ years' experience working within private equity, private capital fundraising, investment banking M&A or corporate finance advisory sectors
- ▶ Of these, ideally at least two years' experience of working in an advisory / consultative environment
- ▶ Meaningful exposure to private equity
- ▶ First-class or second-class degree
- ▶ Experience of managing junior employees

KEY COMPETENCIES

- ▶ Strong interest in the private equity market and impact / sustainability opportunity, with motivation to develop a personal brand within the industry
- ▶ High emotional intelligence, with ability to strike the balance between assertion and listening / reflection
- ▶ Track record of client and/or investor exposure – having taken the lead with counterparty interaction
- ▶ Ability to 'think on their feet' with good commercial judgement
- ▶ High level of attention to detail required across all materials, highly organised, ability to multi-task and meet deadlines as well as to manager juniors to do the same
- ▶ Credible and compelling communication style, high level of verbal and written English communication skills (additional languages a plus)
- ▶ Excellent PowerPoint, Word and Excel skills, including modelling experience
- ▶ Solid understanding of corporate finance (balance sheets, P&Ls, capital structures, etc)
- ▶ Strong work ethic, commitment and self-drive

HOW TO APPLY

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

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