

Job title: Director, Advisory (NYC)

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, THL, PAI, Nordic Capital, TCV and smaller, more specialized firms such as Alchemy Partners, Summa Equity, Angeles Equity Partners and Avista Capital Partners. 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 100+ person team based in London, New York, Hong Kong and Amsterdam, 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.

Role: Director, Advisory

Location: New York, NY

Salary: \$250,000 per annum + discretionary bonus

Key responsibilities

Primary responsibilities (Not limited to...)

- ▶ Key role in leading execution of advisory fundraises and other GP-led interactions from start to finish
- ▶ Driving material preparation efforts and executing fundraising process management, oversight of material prepared by junior members of the team
- ▶ Management of project timelines and deadlines, engaging with global investor coverage team
- ▶ Conducting due diligence and compliance with regulations for new deals / when appropriate
- ▶ Gain market intelligence to inform the advice provided to clients as well as mandate origination and GP selection by Rede
- ▶ Management of junior team and workload
- ▶ Oversight of training and involvement in Advisory / client facing recruitment
- ▶ Advising on promotion, training and performance for junior team
- ▶ Supporting senior team members on the strategic aspects of deals and managing any challenges and issues

Client interface

- ▶ Main point of contact for client on process / LP interactions / fundraising strategy
- ▶ Significant senior client interaction during course of fundraise
- ▶ Quality control over all client interactions

Additional opportunities within role

- ▶ Day to day management of deal team
- ▶ Play an influential role in the growth of the business, including providing strategic input to senior team members
- ▶ Involvement in origination – including the identification of target clients and the maintaining of relevant databases

Key competencies

- ▶ High level of organization skill, ability to multi-task and meet deadlines
- ▶ Strong interpersonal skills and ability to develop relationships of trust
- ▶ Strong English writing skills with ability to produce precise and thoughtful written content
- ▶ Strong numerical and excel skills
- ▶ Experience of working in PowerPoint essential
- ▶ Strong interest in the private equity 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 required across all materials, highly organized, ability to multi-task and meet deadlines
- ▶ High level of verbal and written English communication skills (additional languages a plus)
- ▶ Excellent 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 essential
- ▶ Strong work ethic, commitment and self-drive

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 the private equity experience
- ▶ First-class or second-class degree from a recognized university in a relevant subject
- ▶ Ideal candidate would also have experience with managing one or more employees

How to apply

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

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