

# Job title: Director / Principal, Midwest Coverage (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 / Principal, Coverage  
Location: New York, NY  
Salary: \$250,000 – \$275,000 per annum + discretionary bonus

## Team overview

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.

This role will require someone who can work independently while also having strong communication with the New York and London offices.

**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 influence:** 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.

# Key responsibilities

## Primary responsibilities (Not limited to...)

- ▶ Cultivate a deep and broad network of Mid West LP relationships, who view them 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;
- ▶ Strategic involvement in new market opportunities and business development, including Origination;
- ▶ Management and development of junior team / workflows and involvement in recruitment;
- ▶ Play an integral role in leading the New York office and its culture;
- ▶ Utilize and build upon existing GP network to assist in originating new North American mandates.

# Core 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

# Desired experience

- ▶ 7-10 years of work experience in financial services; preferably in the private equity industry
- ▶ Strong, established relationships with Mid West 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
- ▶ High level of attention to detail required across all materials

# How to apply

Please send your CV and covering letter to: [careers@rede-partners.com](mailto:careers@rede-partners.com)

## **Return to Rede Partners homepage**

**REDE GROUP:** 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 (Netherlands) B.V., a besloten vennootschap met beperkte aansprakelijkheid, having its statutory seat at The Collection Chapter No.5, Keizersgracht 163-167, 1016 AL Amsterdam, the Netherlands. Rede Partners (Netherlands) B.V. is licensed by the Dutch Authority for the Financial Markets and authorised by various regulators in respect of the provision of cross-border services.

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. Please refer to FINRA's BrokerCheck.

Rede Partners (Asia) Limited is a private limited company operating from Level 26, Unit 2305, Prosperity Tower, 39 Queen's Road Central, Hong Kong. Rede Partners (Asia) Limited is licensed by the Hong Kong Securities and Futures Commission to carry on Type 1 (Dealing in Securities) regulated activities under the Securities and Futures Ordinance.