



Associate Director, Investor Relations (Singapore)

10-month Parental Leave cover commencing February/March 2020

New Forests (www.newforests.com.au) seeks a qualified candidate for the position of Associate Director, Investor Relations. In this role you will oversee a program of activities related to marketing New Forests' investment products to a range of institutional clients based in Asia and internationally.

New Forests is a real assets investment manager offering leading edge strategies in forestry, land management, and conservation. Our business mission is to manage sustainable landscapes for production and conservation and to generate shared value for our clients and the communities where we operate. Founded in 2005, we offer institutional investors dedicated investment strategies in the United States, Australia-New Zealand, and Southeast Asia and have AUD 5 billion in assets under management. We manage sustainable timber plantations, natural forests, forest carbon projects, rural land, and processing infrastructure. New Forests is headquartered in Sydney with offices in San Francisco, Singapore, New Zealand and Melbourne.

The Associate Director, Investor Relations will report to the Director, Investor Relations (based in Sydney) and will be a member of the New Forests' Investor Services team. The Investor Services team oversees funds marketing and capital raising, client relations and reporting, corporate communications, market research, and corporate sustainability for New Forests. The team operates in a fast-paced environment with a strong focus on high quality, long-term and transparent investor relationships.

This role is primarily responsible for implementing the global marketing strategy with institutional investors for New Forests' Asian based business, which is focused on sustainable plantation forestry investment in Southeast Asia. In this role, you will be expected to continue to develop a clientele for New Forests and advance negotiations with investors with the aim of executing the closing of New Forest's Asian based forestry funds. You will also be involved in cross-selling New Forests' range of investment products, including its forestry funds, for investment in Australia-New Zealand and the US.

More specifically, you will be responsible for:

- Managing the fund-raising processes associated with raising capital for New Forest's Asian based business, including prospect identification, due diligence, governance and compliance, negotiations, relationship management and account closing.
- Identifying and evaluating potential institutional and impact investment clients through the implementation of the established marketing strategy.

- Growing brand and product awareness of New Forests in the key markets for institutional investment (US, Europe, Asia-Pacific, Middle East), including direct marketing of New Forest's Asian based business to new and existing clients; sharing of marketing responsibilities in other jurisdictions may also be required, given that we work in a team environment.
- Working with the investments team in Singapore and the broader New Forests team globally to develop due diligence and marketing materials supporting the branding of New Forests and the investment products that are being offered to institutional investors.
- Establishing, engaging with, and maintaining key relationships with New Forests' clients to support a high quality, service-oriented investor relations program.
- Working closely with New Forests' Executive Committee, Investor Services team, and investment teams to ensure the Asian marketing program delivers on New Forests' business plan.
- Travelling in Asia and internationally, as required.

We are looking for candidates with:

- 7-10 years' experience working with institutional investors in wholesale product marketing and client relationship management.
- Demonstrated direct client experience with maturity and confidence in managing wholesale clients and business relationships in the financial services sector.
- Minimum Bachelor's degree in business, economics, finance, liberal arts, or equivalent.
- Direct institutional funds marketing experience with institutional investors.
- Experience with raising funds and/or separate accounts; managing marketing campaigns, including development of marketing materials and offering documents; working with fund partnership agreements, governance processes, and negotiating terms and agreements.
- Experience with closing funds (e.g. negotiations, working with legal issues and documentation, process management) is desirable.
- Excellent project management capability along with excellent organizational skills related to time management and project management.
- Experience working in alternative assets (e.g. timber, agriculture, infrastructure, real estate, private equity) and/or impact investing and sustainability, preferred.
- Experience in capital raising for products in emerging markets and bringing investors into emerging markets is valuable.
- Excellent communication and stakeholder management skills.
- Excellent verbal communication including presenting and storytelling ability; ability to learn and process large amounts of information quickly and confidently present New Forests' vision, mission, investment capability and track record to the market.
- Excellent writing and editing skills with ability to conceptualize and understand how to communicate complex information to prospective investors through presentations, briefing notes, offering documents, and other media; able to work with other people in New Forests to develop these materials in a timely and high quality manner.
- Superior attention to detail.
- A demonstrated and knowledgeable interest in sustainability and responsible investment.



- A demonstrated understanding of modern portfolio theory and institutional investors' approach to portfolio management and allocation.
- The ability and desire to work as part of a team and work well under pressure and deadlines.
- A high degree of proficiency in Microsoft Office (Word, PowerPoint, and Excel).

What can we offer?

Our environment is busy and supportive, and the team is professional but relaxed. If you join us you would be joining a growing, fast paced business which is an environmental & sustainable leader in forestry investment. You will also be working with professionals who are passionate about their work!

If this opportunity sounds like you, please provide your resume and cover letter, explaining your interest and qualifications for the position, in PDF format, to careers@newforests.com.au

Phone calls will not be accepted.

New Forests is an Equal Opportunity Employer.

