



Director of New Forests Africa

Location: To be determined, but likely to be Nairobi, Kenya.

Reporting to: Managing Director, New Forests, Asia

Primary role focus: The primary focus of this role is to effectively manage the investment and management of capital in accordance with New Forests' investment mandates in Sub-Saharan Africa ("SSA"). In this role, the person will be responsible for managing stakeholder relations and leading a team to execute on investment strategies in accordance with New Forests systems, policies, and governance framework.

In close collaboration with New Forests' Director of Business Development and Managing Director, Asia, the initial responsibilities of this role will be focused on:

- Contributing to raising, closing, and the implementation of a new forestry investment fund (the "Fund") that is currently in development. Near term priorities will include engaging with prospective clients, negotiating the terms of the Fund and managing prospective Fund transactions.
- Locating and opening New Forests office in SSA and building the New Forests Africa team. This will involve identifying, appointing and leading a diverse team of highly skilled professionals to support the successful execution of New Forests' business and investment strategies in SSA.

Overtime, the role may include contributing to the evolution of New Forests' business in SSA via mission aligned growth strategies. As a senior member of the business, you will be expected to contribute to New Forests' overall mission and foster the company culture, creating a positive and constructive environment for our employees.

Other key responsibilities will include:

- Effectively and competently liaise with local authorities on regulatory matters related to the activities of New Forests' business and its investment activities
- Build and manage a pipeline of investments that align with the investment mandates in SSA
- Manage the efficient and timely deployment of capital into investments
- Supervise transaction management, including (but not limited to): deal screening, financial modelling, due diligence (including environmental, community, impact and risk and compliance), budgets, finance and structuring, vendor negotiations, regulatory approvals, deal documentation, reporting and implementation
- Collaborate constructively with key partners connected to New Forests and Fund operations.

- Ensure the production of timely, high-quality investment papers to be presented to and discussed by the Fund Investment Committee/s
- Actively contribute to client relations and marketing requirements for capital and investments
- Supervise the portfolio of assets in accordance with investment objectives, including completing high-quality internal and external on-time reporting, investee board participation and maximising long-term investor returns while meeting social and environmental obligations and objectives
- Develop plans and strategies to improve the performance of assets under management
- Supervise operational management of investments within New Forests' portfolio including coordination of:
 - annual operational plans, budgets, and third-party appraisals,
 - procurement and supervision of third-party providers (property managers, consultants, appraisal services, etc.),
 - monthly payment review and approval, and
 - necessary stakeholder engagement.
- Contribute to New Forests' corporate governance, risk and compliance programs, sustainability and responsible investment projects and activities
- Ensure effective government and other stakeholder relations

Required technical skills, qualifications, experience and knowledge:

- 12+ years real asset investment management experience, with direct experience in Sub-Saharan Africa
- Experience in transaction identification, due diligence, negotiations, execution and implementation
- Experience in managing a portfolio of real asset investments, with direct forestry investment management experience considered favourably
- Capacity to work transparently and cooperatively with governments and navigate emerging market risk profiles
- Capacity to build effective networks and relationships with stakeholders in SSA
- Demonstrated leadership skills and the ability to grow and lead an effective mission aligned team
- Experience in managing real asset portfolios and an understanding of what drives long term value creation

Desirable technical skills, qualifications, experience and knowledge:

- Forestry operations experience and forest science knowledge
- Knowledge of global carbon markets and the related opportunities to create value in the forestry and land sector
- A detailed understanding of forestry and other real asset valuation techniques

Required qualifications, leadership and personal skills:

- Business degree (minimum) and/or relevant experience
- The experience and capability to manage the performance of your team or a third-party provider to a high level
- A strong ability to multi-task and manage, delegate and ensure the completion of a number of competing tasks and objectives by a team

- Excellent time management and organisational skills
- Excellent written and verbal communication skills
- Ability to embrace diversity and build a collaborative team culture
- The ability to manage, coach and guide junior staff effectively and positively
- The ability to give and receive constructive feedback in a respectful and effective manner
- Ability to adapt your leadership style to situation and context
- A demonstrated personal commitment to sustainable and responsible investing
- Can work in a variety of environments and with different levels of people
- Capable of maintaining positive, calm demeanour during stressful periods

What can we offer?

Our work environment is busy and supportive, and the team is professional but relaxed. If you join us, you will be part of a growing, fast paced business, offering investment strategies at the leading edge of forestry, land management, and conservation. You will be working with professionals who are passionate about their work.

To apply, 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

About New Forests

New Forests is a sustainable real assets manager offering leading-edge strategies in responsible forestry with approximately AUD 6.5 billion in AUM across a global portfolio of nearly 1 million hectares of forestry and conservation investments. As global demand for resources grows, there is a need to increase productivity while ensuring the conservation of the world's remaining natural forests. New Forests seeks to create investment strategies that provide lasting solutions to this challenge. Through responsible management of forests and other real assets, we create shared benefit for investors and local communities alike. New Forests has international reach, with offices and assets in Australia, New Zealand, Southeast Asia, and the US. This gives us a global perspective combined with local expertise that allows us to understand and manage our assets more effectively.

To learn more, visit www.newforests.com.au