



Senior Analyst, Business Development

Location: Sydney, Australia or Mount Maunganui, New Zealand

Reporting to: Director, Business Development

New Forests (www.newforests.com.au) seeks a qualified candidate for the position of Senior Analyst, Business Development. In this role you will play a supporting role in the identification of potential investment opportunities, undertaking research and due diligence, and executing on transactions as part of New Forests' business development team. You will work closely with the Director and Associate Director of Business Development as well as with teams across our business. The position could be based in either of our Sydney or Mount Maunganui offices, but will have an international mandate.

New Forests is an investment management business offering leading edge strategies in forestry, land management, and conservation. Our business intent 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 over AUD 6.5 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.

New Forests believes that sustainably managed forest landscapes can play a significant role in mitigating the impacts of climate change, while also providing other valuable economic, social and environmental returns. As part of the company's growth strategy, New Forests is exploring new business opportunities and is seeking to attract capital to invest in Natural Climate Solutions (NCS).

In this role you will be:

- Supporting the development of NCS investment opportunities (around the world), including undertaking research tasks, developing background materials, analysing data and information, interacting with third parties, developing presentation materials and carrying out due diligence
- Contributing to the development of financial models for target opportunities, requiring close and effective engagement with internal and external parties
- Working with internal and external parties to prepare investment committee materials and client materials for presentation and approvals
- Staying well-informed on relevant market developments and trends, regulation and policy, and opportunities related to NCS investments, and reporting on such internally.

Other important elements of this role include:

- Supporting deal negotiations for both small and large-scale target investments.
- Presenting results and engaging in discussions with internal resources, the Investment Committees and New Forests' clients.

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- Assisting with investment thesis development and new fund products, from time to time.

We are looking for candidates with:

- 3 - 5 years' experience working with natural climate solutions, forestry carbon projects and in alternative assets (e.g. timber, carbon, infrastructure, real estate, private equity) and/or impact investing and sustainability, an advantage.
- Minimum Bachelor's degree in business, economics, finance, forestry, environmental management/ science or equivalent.
- Familiarity with financial modelling concepts including discounted cash flow analysis and internal rate of return.
- Experience operating in carbon markets, including in policy, regulation and transactions is highly desirable.
- Strong project management capability along with outstanding organizational skills related to time and project management.
- Strong communication and stakeholder management skills.
- Strong 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.
- Excellent writing and editing skills with ability to conceptualize and understand how to communicate complex information through presentations, briefing notes, investment committee papers and other media; able to work with other people in New Forests to develop these materials in a timely and high quality manner.
- A demonstrated and knowledgeable interest in sustainability and responsible investment.
- A positive, can do attitude.
- Punctual, professional and outgoing personality that likes to assist people.
- Ability to build strong relationships and work within a team environment.
- Ability to adapt to change quickly and effectively; comfortable with managing ambiguity.
- Can work in a variety of environments and with different levels of people.
- 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).
- A willingness to travel.

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 and sustainable leader in forestry investment. You will also be working with professionals who are passionate about their work!

This is a great opportunity to become part of this NCS initiative and if you are adept at contributing to something that is "new and different" we would welcome your application.

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 which values diversity and inclusion. We offer flexible working arrangements to all employees to support their work/life balance.