



Associate Director, Investor Relations, Australia and New Zealand

Location: Sydney

Reporting to: Global Head, Investor Relations (based in Sydney)

New Forests (www.newforests.com.au) seeks a suitably qualified candidate for the newly created position of Associate Director, Investor Relations, Australia & New Zealand (ANZ). In this role, you will lead the capital raising program for New Forests' Australia & New Zealand investment products by engaging with a range of institutional investors based in the Asia Pacific region and internationally. You will be a member of the Investor Relations team which oversees capital raising, client relations and reporting for New Forests. The team operates in a fast-paced environment with a strong focus on high quality, long-term and transparent investor relationships.

New Forests is an investment management business offering leading edge strategies in forestry, land management, and conservation. We seek 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 Australia & New Zealand, the United States, and Southeast Asia and have more than AUD 6 billion in assets under management. We manage sustainable forestry assets, forest carbon projects, rural land, and timber processing infrastructure. New Forests is headquartered in Sydney with offices in San Francisco, Singapore, New Zealand, and Melbourne.

Responsibilities:

You will be primarily responsible for developing and implementing a capital raising strategy for New Forests' Australia and New Zealand business and will also be involved in engaging prospects on the company's non-ANZ focused investment products in conjunction with the broader team. You will develop a clientele for New Forests in the Asia Pacific region and have responsibility for executing the closing of investment products, which may include both funds and separate accounts.

Responsibilities include:

- Managing the fund-raising process associated with raising capital for commingled funds and co-investments, including the planning of capital raising campaigns, prospect identification, due diligence, governance and compliance, negotiations, relationship management, and account closing.
- Identifying and evaluating potential institutional and impact investment clients through the development of a high-quality capital raising strategy.
- Growing brand and product awareness of New Forests in the Asia Pacific markets, including direct marketing of ANZ products and funds to new and existing clients. Sharing of capital raising responsibilities in other jurisdictions may also be required, given that we work in a team environment.
- Working with the investments team in Sydney and the broader New Forests team globally, to develop due diligence and fund-raising materials which support the branding of New Forests and the investment products that are being offered to institutional investors.
- Working closely with New Forests' Executive Committee, Investor Relations team, and investment

teams to ensure the ANZ capital raising program delivers on New Forests' business plan.

- Travel internationally, as required

We are looking for candidates with:

- 7-10 years' experience in wholesale product capital raising with preference for:
 - experience working with institutional investors; and
 - an established network in the Asia Pacific region.
- Direct institutional client experience with a demonstrated capacity for maturity and confidence in managing institutional investors and business relationships in the financial services sector.
- Fund-raising and/or separate accounts experience (essential). In addition, demonstrated ability to:
 - manage capital raising campaigns, including development of pitch materials and offering documents, and
 - work with fund partnership agreements, governance processes, and negotiation of terms and agreements.
- Experience working in alternative assets (e.g., timber, agriculture, infrastructure, real estate, private equity) and/or impact investing and sustainability (beneficial).
- Minimum Bachelor's degree in business, economics, finance, liberal arts, or equivalent.
- A demonstrated understanding of modern portfolio theory and institutional investors' approach to portfolio management and allocation as well as other elements of financial theory related to private funds management.
- Excellent project management capability with highly developed organisational skills related to time management and project management.
- Excellent verbal communication, including presenting and storytelling ability. Must have the ability to learn and process large amounts of information quickly and confidently, to present New Forests' vision, mission, investment capability, and track record, to the market.
- Superior writing and editing skills with ability to conceptualise and understand how to communicate complex information to prospective investors through presentations, briefing notes, offering documents, and other media. Ability and desire 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 team player who works 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 and sustainable leader in forestry investment. You will also 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 that values diversity and inclusion. We offer flexible working arrangements to all employees to support their work/life balance. We are also a Certified B Corp.