



**Title:** Director, Investments

**Location:** Negotiable; San Francisco Preferred

**Reporting to:** Head of Investments, Developed Markets

New Forests ([www.newforests.com.au](http://www.newforests.com.au)) seeks a qualified candidate for the position of Director, Investments (US). This role will be critical in supporting the growth of New Forests' US forestry investment strategy. In this role you will be primarily responsible for leading the investments team and executing on New Forests' timberland and forest carbon investment strategies in the United States, including the identification of potential investment opportunities and leading successful transaction processes from identification of opportunities to closing. The position is based either in our San Francisco office, or in a remote arrangement, with frequent domestic travel.

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 7 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, Kenya 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 valuable economic, social, and environmental returns

**Primary role focus:** The position will be responsible for leading the US Investments team and working with teams across the US and the global business to successfully execute on New Forests' US forestry investment strategy.

Specifically, this position will be responsible for the following:

- Leadership of the US Investments team, including managing direct reports and working collaboratively across the wider global team to achieve required outcomes.
- Determine the investment strategy for the US business, in conjunction with the US, MD and Executive Committee.
- Taking a leadership role in the US business to determine the investment strategy and support the business to achieve strategic goals.
- Manage the pipeline of investments being considered by the US based team and supervision and support for the Investment teams transactions, including (but not limited to): origination, guiding financial modelling, conducting due diligence, negotiations, and documentation.
- Ensure the production of timely, quality investment papers to be presented to & discussed by the Fund Investment Committee/s.
- Actively contribute to the marketing requirements for funds and investments.
- Consider governance and company social and environmental management implications when analysing possible investments.
- Developing new markets and undertaking special projects focused on optimising land use, and maximising value from investments.

#### Technical Responsibilities

- Experience with real asset and, ideally, responsible investing.
- Relevant experience in North America private equity sector or a similar role.
- Experience in investment transaction negotiations and delivery.
- Experience successfully leading and developing a team.
- Excellent time management and organisational skills.
- Financial modelling and company valuation.
- Private equity portfolio modelling and analysis experience.
- A keen attention to detail in modelling and legal drafting work.
- Ability to make decisions when limited information is available.
- Demonstrated experience in project management.
- Advanced Microsoft Office user including PowerPoint, Word, Excel; knowledge of common accounting and enterprise management/data base software an advantage.

We encourage candidates with the following qualifications:

Demonstrated experience leading an investments team and independently managing US timberland transactions including origination, valuation, transaction negotiations and structuring, and closing

- Demonstrated experience with real asset transaction agreements and other transaction documentation
- Demonstrated experience in project management with a focus on outcomes
- Demonstrated personal commitment to land conservation and/or climate change mitigation OR a demonstrated and knowledgeable interest in sustainability and responsible investment
- Demonstrated experience in people management, leadership, and development of high performance inclusive and collaborative team cultures
- Demonstrated experience in forestry, environmental markets, conservation, real assets, private equity, or impact investing, or an equivalent combination of education and experience
- Minimum Bachelor's degree in business, economics, finance, forestry, environmental management/ science or equivalent. Advanced degree a plus.
- Self-motivated with a demonstrated ability to collaborate across multiple teams
- Excellent writing and editing skills with ability 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.
- Flexibility towards extra hours in busy periods
- Ability to adapt to change quickly and effectively. Can work in a variety of environments and with different levels of people
- High degree of proficiency in Microsoft Office (Word, PowerPoint, Excel)
- Willingness and availability to travel
- Currently eligible to work in the United States

#### 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](mailto: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.