



POSITION DESCRIPTION

POSITION TITLE	Director – Investor Relations	LOCATION	Sydney
FUNCTION	Origination & Transactions	REPORTS TO	Executive Director
PURPOSE AND SCOPE			
<p>As an organisation with a successful track record of investing in the de-carbonisation of the Australian economy, the CEFC is now looking to expand its established equity investment and lending platform to strengthen its investment management capability, i.e. funds management and asset management. Whilst the CEFC has existing relationships with institutional investors, lenders and project sponsors which are important pre-requisites to developing a successful investment management business, it is seeking to further grow and expand those relationships.</p> <p>The CEFC considers the development of those relationships as critical to catalysing the flow of private sector funds into de-carbonisation of the Australian economy. It also believes that the development of investment opportunities in the form of structured products e.g. closed end funds, open ended funds, SMAs etc. is crucial to this objective.</p>			
KEY RELATIONSHIPS			
INTERNAL	CEO, CIO, CAMO, Executive Director – Investment Funds, Executive Director – Capital Management		
EXTERNAL	Key investor groups, fund managers and industry bodies such as IGCC, RIAA etc		
DUTIES AND RESPONSIBILITIES			
<p>Therefore, the candidate will be expected to have the following roles and responsibilities:</p> <ul style="list-style-type: none"> • Maintain deep relationships with the institutional investment community both domestically and offshore, with a primary focus on CEFC sectors such as renewable energy, green infrastructure and green property; • Maintain and grow mutually beneficial relationships with existing CEFC co-investors such as institutional superfunds, ethical investors, charitable and endowment investors; • Develop and grow new relationships in the investor channels outlined above as well as develop and manage similar relationships with investors in additional channels such as intermediated wholesale channels; • Contribute to the CEFC’s asset management activities and initiatives in line with best operating practice; • Development investment product strategies including product collateral such as term sheets, offer documents, data rooms and FAQ’s; • Develop product specific “go-to-market” strategies; • Identify and/or develop investment opportunities for the wider Australian investor market, and assist catalysing the flow of funds from investors into the renewable energy and sustainability sectors; • Raise awareness of and enhance the CEFC brand in the investor community; • Raise awareness of and enhance the CEFC brand in the asset consultant community; and • Assist our partners, including fund managers and project developers, in developing and implementing their capital raising/ investor relations strategies. 			

Additional responsibilities will include working closely with the investment and asset management teams to optimise the outcome from de-carbonisation focused policy objectives embedded within a number of co-operation agreements with some of Australia's leading investment managers e.g. MIRA, AMP Capital, Lendlease, Investa and Dexus. This would include identifying additional investment and investment product opportunities as well as opportunities to further drive de-carbonisation throughout the wider economy.

KEY SKILLS, KNOWLEDGE, EXPERIENCE AND QUALIFICATIONS

The ability to articulate concepts in a professional and concise manner

- A strong product management background
- Strong funds and asset management experience
- Strong project management disciplines
- Knowledge of and experience working within the institutional asset management industry in Australia in a business development related capacity
- Strong 'people skills', being comfortable & have confidence with interactions at senior levels of organisations
- Proven background in presenting to market participants on complex investment topics
- Superior business development and relationship management skills
- Experience facilitating meetings with senior stakeholders and proven experience managing the ongoing expectations of those stakeholders
- Ability to work equally well in a team environment and independently.
- Minimum of 7 years funds management experience in roles supporting institutional investors
- Deep institutional funds management knowledge will be key as well as local regulatory expertise
- Tertiary qualification with additional professional qualifications highly desirable