



Position: Vice President

Overview

Elm Capital is looking to add to its distribution arm, by hiring a new VP in its London office. This person will add a further dimension to Elm's coverage of investors in the private equity market, working in support of their clients' primary fundraisings and secondary market transactions. If you have already developed a relationship-management and sales focused track record, this is an excellent opportunity to build on that and specialise within a well-established and successful, growing boutique, supporting the private equity market.

Responsibilities

This VP will be an experienced and key member of the team with LP-facing responsibilities which will include ;

- The sell-side distribution, or 'placement', of funds through developing a network of close relationships with institutional investors (Limited Partners / 'LPs') mainly across the UK, Western Europe and the US;
- Establishing and maintaining ongoing dialogue with their investor book through regular calls and meetings in order to constantly monitor investment strategies and appetites;
- Convening roadshows during 'live' fundraises, for client funds to meet relevant LPs in their investor base and supporting the investment decision and commitment process from initial introductions, due diligence, negotiations through to final closing;
- Identifying opportunities for secondary transactions and taking responsibility for the execution of those secondary transactions;

Experience

Candidates will need to display between five to seven years' career experience and ideally be currently working in private fund placement. You may alternatively already be in investor relations within a private capital investment platform. Initial career foundations are likely to have been in banking, consulting or a comparable sales domain.

Skills

The following specific experience, competencies and characteristics best suited for this position:

- Particular current exposure to private equity or other private markets sales;
- An innate commercial focus, supported by excellent marketing and communication skills;
- A strong balance of analytical thinking and relationship-management traits;
- Motivation to work in a boutique structure;
- Excellent written and verbal communication skills, crucially in English;
- Language capacity in either Nordics / DACH / Benelux languages would be beneficial but not mandatory;
- US FINRA Series 7 license would be an additional plus.

To apply for this position, please send your CV and covering letter to: hr@elmcapital.com