



Position: Vice President / Senior Associate

Overview

Amongst ongoing, organic growth, Elm Capital is looking to add to its distribution arm, by hiring a Vice President / Senior Associate in Belgium. This hire 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 / Senior Associate will be a critical, senior member of Elm's team, predominantly focussed on covering LPs in Europe. This will involve:

- The sell-side distribution, or 'placement', of funds through developing a network of close relationships with institutional investors (Limited Partners / 'LPs');
- Establishing and maintaining ongoing dialogue with their investor book through regular calls and meetings in order to constantly monitor investment strategies and appetites;
- During 'live' fundraises, this professional will convene roadshows for client funds to meet relevant LPs in their investor base and support the investment decision and commitment process from initial introductions, due diligence, negotiations through to final closing;
- In parallel, this activity will enable this Principal / VP to also identify opportunities for secondary transactions and be responsible for the execution of those secondary transactions;
- Within the distribution team, this person will take on and develop particular responsibility for managing the institutional investor markets in France and across the Benelux region.

Experience

Candidates will have a minimum of five years' experience in either investment banking, 'Big 4' corporate finance lead advisory, or in a comparable sales role or relevant function in another private equity platform. The following specific experience, competencies and characteristics will suit this position:

- At least five years career experience, primarily in client facing roles within relevant financial services, eg investment banking, transactional divisions of accounting firms or private equity funds / related advisors;
- Particular exposure to private equity, or possibly other alternative asset classes;
- 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;
- Another European language, of which native or acquired French fluency is most relevant;
- Professional familiarity within France would also be valuable;
- 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