

Fundraising/Investor Relations Associate

We are seeking an experienced and driven **Fundraising/Investor Relations Associate** to join our dynamic team. In this role, you will be responsible for cultivating and expanding relationships with a sophisticated investor base including institutional investors, family offices, high-net-worth individuals, and other global capital allocators. The ideal candidate will have deep experience in fundraising, relationship management, and capital raising, with a strong understanding of alternative investments and fund management.

This is a unique opportunity to contribute to the firm's growth by driving new business while enhancing relationships with current investors. You will play a critical role in communicating our investment strategies, performance, and market insights to a global audience.

Key Responsibilities:

- **Capital Raising & Business Development:**
 - Drive capital raising efforts by identifying and cultivating new investor prospects across institutional and private channels globally.
 - Lead the development of tailored marketing and sales strategies, ensuring alignment with the firm's goals to build a diversified investor base.
 - Prepare and deliver high-impact presentations, sales pitches, and marketing materials that clearly communicate the firm's unique value proposition and competitive advantages.
 - Attend industry conferences, roadshows, and networking events to actively engage with potential investors and increase brand visibility.
- **Investor Relations & Client Management:**
 - Develop and maintain relationships with consultants, platforms, institutional investors (fund of funds, pension funds, endowments, sovereign wealth funds) and family offices.
 - Serve as the main point of contact for current investors, providing consistent and insightful updates on fund performance, strategies, and market developments.
 - Manage the investor lifecycle—from identification, outreach, due diligence to performance reporting and ongoing relationship management.
 - Coordinate investor communications, including quarterly updates, newsletters, and market insights.
- **Strategic Investor Targeting:**

- Leverage your network to develop relationships with investors, focusing on institutions that value sophisticated investment strategies.
 - Conduct detailed research on investor trends, competitor funds, and market dynamics to identify new opportunities and anticipate investor needs.
 - Ensure that investor outreach efforts align with global trends in alternative investments, ESG and DEIJ mandates, where relevant.
 - **Internal Collaboration & Coordination:**
 - Work closely with portfolio management, compliance, and legal teams to ensure investor communications are consistent with regulatory requirements and aligned with the firm's objectives.
 - Partner with communications, operations and investment teams to develop fund-specific pitch decks, fact sheets, and quarterly reports.
 - Provide feedback to the investment team on market sentiment and investor priorities, contributing to the strategic direction of the firm's offerings.
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Key Qualifications:

- **Education & Experience:**
 - Bachelor's degree in finance, economics, business, or a related field; CFA or MBA preferred.
 - 5+ years of experience in investor relations, sales, or fundraising within asset management, private equity, hedge funds, or similar investment strategies.
 - Strong track record of successfully raising capital from institutional investors and family offices on a global scale.
 - Experience working with sophisticated investors who appreciate alternative investments, including credit, equity, and multi-strategy funds.
 - Strong knowledge of marketing compliance requirements across the regulatory regimes in the EU, US, UK, MENA and Asia
- **Skills & Competencies:**
 - Deep understanding of alternative asset classes, such as credit, special situations, and equity strategies, and the types of investors who seek exposure to these areas.
 - Proven ability to articulate complex investment strategies clearly and persuasively to a diverse investor audience.

- A global network of institutional investors, family offices, and high-net-worth individuals, particularly those focused on alternative investments.
 - Exceptional communication and presentation skills, with the ability to convey investment insights in a way that resonates with investors.
 - Experience using CRM systems, Bloomberg, and financial reporting tools to track investor activity and manage relationships.
 - **Personal Attributes:**
 - Highly driven, self-motivated, and goal-oriented with a strong entrepreneurial spirit.
 - Able to thrive in a fast-paced, results-driven environment, while maintaining professionalism and client focus.
 - Strong attention to detail, with a high level of integrity and discretion when handling confidential information.
 - Team-oriented mindset with a collaborative approach to problem-solving and relationship-building.
 - Multicultural – fluency in working with different cultures and preference for French speaking
 - **Location**
 - Based in Paris, London, New York, Miami or Houston
 - Willing to travel extensively
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Compensation & Benefits:

- Competitive base salary with performance-based bonuses.
- Health, dental, and retirement benefits.
- Opportunity to work with a growing and dynamic investment firm.
- Professional development and career advancement opportunities.

If interested please send CVs to: louis@dejongcapital.com & jenny.monty@dejongcapital.com