

## Associate Director – Investments

### Job Details:

<b>Position Title:</b>	Associate Director
<b>Reports to:</b>	Head and Director
<b>Department:</b>	IFMR Investment
<b>Location:</b>	Mumbai
<b>No. of positions:</b>	1

### Job Description:

IFMR Investments is the IFMR Holding Group's asset-management arm. IFMR Investments was established with the aim of raising capital from domestic and offshore markets, and investing in sectors that work in the financial inclusion space, from investors who have hitherto not invested in such sectors because of perceived risk or lack of information or for any other reason. The asset classes that we work on will be ones that have a significant impact on improving access to finance such as microfinance, affordable housing, small business loans, vehicle finance, agribusiness lending and others. IFMR Investments is rated - AMC2- by ICRA limited for fund management quality on a scale of 1 to 5, with 1 being the highest, and is the first and only fund manager in the alternative assets space in India to obtain a fund management quality rating.

IFMR Investments is looking for an Associate Director with minimum 4 years of experience to join its Investments team. The Associate Director will be a senior position and primary responsibilities will be towards developing the investor franchise for IFMR Investment Managers Private Limited (IFMR Investments). Develop a strong investor franchise for IFMR Investments- transactions

- Create and maintain a database of wide range of investors (banks, NBFCs, family offices, insurance companies, pension funds)
- Arrange for meetings with potential investors and make a presentation / pitches for IFMR Investments transactions and asset classes
- Conduct regular follow-up calls and meetings with current and potential investors
- Create deep relationships with investors and build a strong investor franchise
- Market and place IFMR Investments- transactions with debt capital market investors
- Ability to understand investor requirements/market feedback and communicate to the structuring team towards new structures
- Negotiate terms, pricing, documentation
- Manage end to end transaction closure
- Provide post transaction support to investors
- Provide inputs for transaction structuring and new asset classes
- Develop a sound understanding of the sectors and entities that the firm represents, through field visits, data analysis and interactions with internal teams
- Develop a sound understanding of the products that IFMR Investments has developed, including regulations, tax, excel modelling and documentation
- Be at the forefront of gauging investor appetite for new asset classes/products  
Provide feedback to structuring and origination teams

- Networking within the industry
- Represent IFMR Investments at conferences and seminars
- Create visibility for IFMR Investments amongst debt capital market investors

#### **Performance indicators**

- Strong sales experience and networking skills
- Self-starter with the ability to own the role and develop high quality coverage
- Excellent oral and written communication skills
- Strong analytical skills. Good understanding of structured products
- Working knowledge of MS-Office tools.
- Interest in financial inclusion and the opportunities that this space represents
- Experience of and ability to stretch oneself, work under pressure, handle multiple assignments simultaneously and deliver on deadlines
- Strong negotiation skills with problem solving attitude
- Strong work ethic, positive attitude, self-motivated individual having an ability to work individually and as part of a team.

#### **Minimum Qualifications:**

- MBA or Post Graduate in Management from a premier institute/Chartered Accountant/CFA

#### **Minimum Experience:**

- Minimum 4-5 years relevant experience in sales roles - private banking, private wealth distribution, mutual fund distribution, private equity/AIF fund raising team, other similar roles