Investor Relationship Manager

London | Remote

ILA & Partners

Sustainable & Impact Investing (S&II) is fast becoming the most relevant strategy and opportunity, with a 38% growth in the last two years alone, to create returns while making a difference in the world from a social and environmental perspective. However, there exist limited sustainable investing products and pure play fund platforms for mission aligned asset owners to work with.

Ila & Partners is seeking to address this gap and opportunity. Our immediate and long-term vision is to build an investment management firm and platform focused exclusively on Sustainable & Impact investing. The ultimate goal is to have a minimum of 5 funds to operate under one Sustainability & Impact theme during the next 5 years.

To support our efforts and grow our impact, we are looking for committed professionals with values aligned to ours to help us build our Investor Relations (IR) Team, to manage relationships with clients, including institutional investors, family offices, wealth managers, and other distribution partners. We are building the most committed and informed network of sustainable investors.

ILA & Partners today

ILA & Partner's Mission is to facilitate and accelerate the transition of capital to S&II.

- Through our advisory business we provide strategy, product and measurement advice to investment firms transitioning to S&II.
- We focus on Investment Managers that want to transition into S&II, in order to generate and protect alpha, increase returns, and manage risks.
- Our Advisors & Partners form an insightful and outstanding team, with extensive experience, great reputation, and a large network across all levels of stakeholders.
- We are focusing mainly on helping the transition of capital, by working directly with investment firms and also by creating awareness and educating the market through initiatives we support.

We have a transparent, open and fair corporate culture.

Description:

ILA & Partners is looking for Investor Relations specialists, who will be responsible for building and developing our client relationships, working closely with the company's CEO and collaborating with relevant areas.

The Investor Relationship Manager will develop the overall IR's strategy, build trusting relationships with confidence and credibility, internally and externally, and serve as the 'go to' person for investors seeking information. This role will be responsible for designing and managing the process and communication.

The role will be responsible for coordinating all aspects of the relationship with clients; initiate and manage introductory meetings at the right level, identify needs, introduce ILA & Partners IM's solutions, co-ordinate due diligence visits, facilitate the onboarding of clients in ILA & Partners funds and service existing investors.

We're looking for highly analytical applicants, with a strong network and proven experience in building relationships and influencing people at all levels, in order to:

- Liaise, build and manage relationships with investors on investment strategy and fund performance;
- Perform the role of dedicated point of contact and proactively communicate with these intermediaries and investors on developments with regards to the fund;
- Coordinate all aspects of the relationship with investors;
- Work closely with the CEO, Business strategy, Finance and Marketing to create effective pitchbooks, presentations and communication materials;
- Represent ILA & Partners IM in market and sector specific events as well as roadshows;

About you:

- A passion for sustainable investments and connection to ILA & Partners' mission;
- Committed to making a difference with a growth mindset;
- A network of relevant contacts in the industry would be considered as an asset;
- Excellent communication skills and relationship-oriented approach;
- Team-player and capable stakeholder manager;
- Successfully operates in a cross-cultural environment;
- Fluent in English, both orally and in writing is required.
- Preferably holds relevant university degree or CFA charter holder;
- At least 5 years working experience in similar business development role within financial services (AM, WM, PB);
- Extensive knowledge of investment products and finance;

Reach out:

Are you ready to make a difference? Please connect with us and apply here: bit.ly/ILAteam