



## Associate Director, Investments (US)

**Location:** Negotiable; San Francisco Desired

**Reporting to:** Director, Investments

New Forests ([www.newforests.com.au](http://www.newforests.com.au)) seeks a qualified candidate for the position of Associate Director, Investments (US). This role will be critical in supporting the growth of New Forests' US forestry investment strategy. The ideal candidate will have experience leading successful transaction processes from identification of opportunities to closing. In this role you will be primarily responsible for executing on transactions for New Forests' timberland and forest carbon investment strategies in the United States, including the identification of potential investment opportunities, undertaking due diligence, and leading transactions to closing. The position is based either in our San Francisco office, or in a remote arrangement, with frequent domestic travel.

New Forests is an investment management business offering leading edge strategies in forestry, land management, and conservation. We seek to manage sustainable landscapes for production and conservation and to generate shared value for our clients and the communities where we operate. Founded in 2005, we offer institutional investors dedicated investment strategies in Australia-New Zealand, the United States, and Southeast Asia and have more than AUD 6 billion in assets under management. We manage sustainable forestry assets, forest carbon projects, rural land, and timber processing infrastructure. New Forests is headquartered in Sydney with offices in San Francisco, Singapore, New Zealand, and Melbourne.

New Forests believes that sustainably managed forest landscapes can play a significant role in mitigating the impacts of climate change, while also providing valuable economic, social and environmental returns.

### **Responsibilities:**

In this role you will work closely with the Investments team and with teams across our US and global business to successfully execute on New Forests' US forestry investment strategy.

Specifically, this position will be responsible for transaction and project management related to:

- Origination and pipeline development of forestry acquisition opportunities
- Management of specific transactions, which will require:
  - Coordination with the investment analytics and operations teams in due diligence;
  - Management of origination and due diligence consultants;
  - Establishing appropriate acquisition valuation and underwriting assumptions;
  - Transaction structuring, price and contract negotiation, due diligence and closing;
  - Preparation and presentation of analysis and materials for the investment committee.
- Contribution to internal and external reporting, related to acquisitions workflow;
- Communication with current and prospective clients, including supporting the Investor Services team in marketing and capital raising efforts.

We encourage candidates with the following qualifications:

Demonstrated experience independently managing US timberland transactions including origination, valuation, transaction negotiations and structuring, and closing

- Demonstrated experience with real asset transaction agreements and other transaction documentation
- Demonstrated experience in project management with a focus on detail
- Demonstrated personal commitment to land conservation and/or climate change mitigation OR a demonstrated and knowledgeable interest in sustainability and responsible investment
- 5-15 years of experience in forestry, environmental markets, conservation, real assets, private equity, or impact investing, or an equivalent combination of education and experience
- Minimum Bachelor's degree in business, economics, finance, forestry, environmental management/ science or equivalent. Advanced degree a plus.
- Self-motivated with a demonstrated ability to collaborate across multiple teams
- Excellent writing and editing skills with ability to communicate complex information through presentations, briefing notes, investment committee papers and other media; able to work with other people in New Forests to develop these materials in a timely and high-quality manner.
- Flexibility towards extra hours in busy periods
- Ability to adapt to change quickly and effectively. Can work in a variety of environments and with different levels of people
- High degree of proficiency in Microsoft Office (Word, PowerPoint, Excel)
- Willingness and availability to travel
- Currently eligible to work in the United States

**What can we offer?**

Our environment is busy and supportive, and the team is professional but relaxed. If you join us, you would be joining a growing, fast paced business which is an environmental and sustainable leader in forestry investment. You will also be working with professionals who are passionate about their work!

To apply, please provide your resume and cover letter, explaining your interest and qualifications for the position, in PDF format, to [careers@newforests.com.au](mailto:careers@newforests.com.au)

Phone calls will not be accepted.

New Forests is an Equal Opportunity Employer that values diversity and inclusion. We offer flexible working arrangements to all employees to support their work/life balance. We are also a Certified B Corp.