

Managing Partner (Strategic Opportunities Fund)

Job Description

[1] About the Fund

- The NIIF Strategic Opportunities Fund has a target size of USD3-5 billion equivalent and invests in large single-asset companies and businesses in sectors adjacent to infrastructure. The fund will take control, co-control or significant minority positions through its investments.
- The fund is currently being raised. Investors will include Government of India and 2-3 large sovereign entities/ funds.
- The fund will invest through acquisitions, and will also invest a part of their capital in developing new platform companies to consolidate assets or build businesses in sectors of choice. The funds will seek to create partnerships with top domestic and global infrastructure operators.
- The Fund will be managed by a senior team consisting of a Managing Partner and 2 Partners

[2] Job Responsibilities

Investment Strategy

- The Managing Partner along with his Partners, will develop investment strategy, source/create/transact investments, manage invested assets and ensure successful exits from investments through their deep knowledge of infrastructure and adjacent sectors in India, their network with policy-makers, developers, operators, advisors and other key market player
- Assist in fund raising by pitching the investment strategy and the investment approach to Limited Partners
- New deal development and analysis – validation of industry thesis, development of investment angles, competitive industry and market analysis leading to a recommendation

Deal Execution

- Proficiency in structuring deals to achieve returns / mitigate risks and close the deal and ensure compliances with internal policies and regulatory framework.
- To monitor the Individual performance of each portfolio investment and closely work with the operating team and operating leads to ensure value creation of the portfolio companies
- Deal structuring for maximising long-term value for the Fund while also ensuring the rights and downsides from the deal are adequately protected; negotiation with promoters deal documentation and execution
- Ability to identify drivers of unexpected risk (ESG) that impact returns of investments

Monitoring and Exits

- Monitor closely the progress of the investments in the portfolio to ensure optimal performance

- Intensively involved with portfolio companies, not just at the Board and Committee level but also at a deeper level - in helping them with strategic issues such as managing growth, building teams, restructuring the business, evaluating expansion plans and managing relationships with key counterparties such as lenders, JV partners, service providers, regulators etc.
- Work closely with the team, to create sound exit opportunities when the stage of growth/time is right

Portfolio Development

- Serve as the primary face of the fund, and help drive growth, strength, and effectiveness
- Understand market dynamics, competitive strategies, and business operations, with the ability to formulate a comprehensive investment thesis and proactively build a deal pipeline around that thesis
- Be able to at an early stage identify good deals /eliminate bad deals, based on attractiveness, promoter quality & risk returns

Team Building

- Be able to manage an investment team and work in the team imbibing the culture of the organisation
- Recruit, mentor and develop a strong team of investment professionals
- Ensure team stays motivated, high employee satisfaction scores and low attrition levels
- Continuously looks for ways to improve organizational and investment processes
- Foster relationships across other teams in the organization and leverage their knowledge and capabilities.

[3] Key Skills

- Candidates should hold 15+ years of overall experience; a minimum 10 years of India/International Infrastructure, Private Equity, Investment banking or operating experience
- A demonstrated track-record in all or some of the following functional areas in infrastructure or private equity: building platform teams, sourcing potential investments, transacting and closing investments, managing investments through their life-cycle, managing relationships with fund investors, infrastructure operators, regulators, government agencies etc
- Should possess high level of maturity and tact to manage and collaborate with all key stakeholders.
- Have demonstrated leadership qualities in leading teams of seasoned professionals, with financial and operations backgrounds, and in overseeing management of operating companies
- Enjoy credibility to positively influence others within and outside the organization
- Strong sense of conviction, generate comfort, and a high degree of respect and trust, inspire enthusiasm and commitment among the team members
- Impeccable integrity and committed to core values and ethical business conduct in all business aspects.
- An entrepreneurial, can-do and collaborative mindset. Understanding of cultural differences and possesses proven cross-cultural skills.