

Partner (Master Fund)

Job Description

[1] About the Fund

- The NIIF Master Fund has a target size of USD2.1 billion equivalent, with a co-investment sidecar of USD3 billion equivalent, making it the largest pool of capital available to invest into core infrastructure in India
- The fund makes direct investments into sector-focused platform/operating companies or large-scale infrastructure assets with a control, co-control or significant minority approach
- USD 1.8 Bn has already been raised. Investors in the fund include Government of India, and several top domestic and international institutions like Australian Super, Ontario Teacher's Pension Plan, Temasek, ADIA and DFIs
- The fund will invest further 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 fund will seek to create partnerships with top domestic and global infrastructure operators

[2] Job Responsibilities

- Partners in this funds will work alongside Managing Partner to develop investment strategy, source/create/transact investments, manage invested assets and ensure successful exits from investments through their deep knowledge of infrastructure sectors in India, their network with policy-makers, developers, operators, advisors and other key market players
- Understand market dynamics, competitive strategies, regulatory landscape and business operations, with the ability to formulate a comprehensive investment thesis and proactively build a deal pipeline around that thesis
- Contribute to the awareness of the firm through various public forums
- Ability to identify drivers of unexpected risk (ESG) that impact returns of investments
- Be able to source, validate & understand investment risks through network relationships
- 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
- 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 etc.

[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 practices.
- An entrepreneurial, can-do and collaborative mindset. Understanding of cultural differences and possesses proven cross-cultural skills