

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
- The Fund will be managed by a senior team consisting of a Managing Partner and 2 Partners

[2] Job Responsibilities

- Partners in the fund 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.
- Ability to identify drivers of unexpected risk (ESG) that impact returns of investments

[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.