
(ASSOCIATE) DIRECTOR INVESTOR RELATIONS & BUSINESS DEVELOPMENT – SCHIPHOL

January 2020

(Associate) Director Investor Relations & Business Development

DIF Capital Partners

DIF Capital Partners (“DIF”) is a leading global private equity firm headquartered in Schiphol, the Netherlands. DIF has EUR 6.0 billion assets under management across eight funds, which it manages on behalf of institutional investors from across the globe. These funds are invested in high-quality infrastructure projects and businesses including public private partnerships, utilities, (renewable) energy, telecom and transportation assets in Europe, the Americas and Australasia. DIF aims to grow towards EUR 10 billion under management in the next 1-2 years.

Team profile

The DIF team across 9 offices worldwide consists of ca. 140 professionals that are working in a variety of disciplines, mainly origination, asset management, finance / accounting and fundraising. DIF’s Amsterdam office has over 50 employees and is located in the WTC at Schiphol whereas the other offices are located in Frankfurt, London, Luxembourg, Madrid, Paris, Santiago de Chile, Sydney and Toronto.

Wish to learn more about DIF? Please visit our website www.dif.eu to read about our history, investments and culture.

Job description

The funds managed by DIF are developed and raised by the in-house Investor Relations & Business Development (IR&BD) team, with the support of the rest of the organisation. In light of the increasing assets under management, there is need for a (Associate) Director in the team. The (Associate) Director will work together with colleagues across multiple activities including product development, market studies, portfolio analyses, institutional business development, fundraising, co-investments, investor relations and marketing.

The (Associate) Director will:

- Primarily focus on maintaining and building out the network of (institutional) investors;
- Be able to explain each fund strategy, the details of underlying investments and its performance as well as pipeline of deals;
- Partner with the originators, asset managers and finance team to fully understand their investment focus, the performance of investments and keep in mind detailed investor requirements;
- Work on the development and fundraising of new funds; and
- Pro-actively further develop DIF’s global marketing activities.

Qualifications

DIF offers career progression locally and internationally, and takes pride in recruiting the best in class. This is a unique opportunity to join an ambitious team in a growing organisation.

The ideal professional must have:

- University master degree, preferably in economics or business administration (CFA or MBA can be advantageous);
- At least 6 - 10 years of experience in investment management / investment banking / private equity / transaction services / corporate finance / project finance / institutional sales;
- In-depth understanding of the (alternative) investments market;
- Strong commercial drive and outstanding communication skills;
- Excellent analytical and abstract reasoning skills;
- Ethical attitude regarding risks, regulatory affairs, compliance and reputation of DIF and its investors;
- Fluency in Dutch, English and preferably one other language; and
- Willingness to travel abroad.

Furthermore, the candidate should be:

- Intelligent and street smart with commercial acumen and strong customer focus;
- Able to see the big picture (helicopter view) as well as to go into the detail;
- A team player, but also capable to operate independently; and
- Integer and take caution with competitively sensitive and confidential information.

Compensation package

An attractive salary plus a discretionary bonus, premium free pension plan and travel allowance. Human capital is a key asset for DIF and therefore training, mentoring and personal growth and development possibilities are part of the remuneration package.

This is an outstanding opportunity to join a highly-regarded and fast growing international fund management company. You will be working in the forefront of DIF's business and become a driving force in the success of DIF. This job requires frequent travelling abroad.

Interested? Please email your application accompanied by a cover letter to careers@dif.eu. Ability tests and a background check will be part of our selection procedure.
