

NOW HIRING

# Investment Manager / Director SEA



CIRCULATE CAPITAL

Circulate Capital is an investment management firm dedicated to incubating and financing companies that prevent ocean plastic and advance the circular economy. The Circulate Capital Ocean Fund is the firm's flagship fund, which focuses on the prevention of mismanaged plastic waste in countries located in South Asia and Southeast Asia, regions that contribute disproportionately to ocean plastic pollution.

Founding investors include PepsiCo, Procter & Gamble, Dow, Danone, CHANEL, Unilever, The Coca-Cola Company, Mondelez and Chevron Phillips Chemical Company LLC. To learn more, please visit [our website](#).

## **Circulate Capital is looking to hire an accomplished private equity/venture capital Investment Manager / Director to manage the further deployment and development of the Ocean Funds.**

The Investment Manager/Director will be responsible for guiding high-quality deal flow, performing due diligence, executing investment transactions, and managing portfolio companies to support their effective growth and eventual exit. The role will primarily work with companies in SEA but will also extend to other countries in Asia as needed. As the Investment Manager/Director you will report to the Investment Partner Asia. This is a full-time position based in SEA with travel required for the effective execution of responsibilities.

### **KEY RESPONSIBILITIES**

- Conduct market research on industry trends, sectors, and companies and develop a point of view for funds
- Take investor pitch meetings with entrepreneurs, evaluate investments, and track deal flow
- Manage due diligence on potential investments – deal origination, market sizing, technology walkthroughs, competitive landscapes, financial valuation + modeling, reference calls, negotiations, and closing
- Deal structuring : legal/financial terms and investment structure
- Work with portfolio company management teams regularly to guide the growth of their business in achieving both financial and impact targets, serving as Board member/Observer for some companies Where required, be seconded to portfolio companies to serve as interim CFO/other management positions.
- Plan and execute divestment strategies.
- Coordinate with the impact team and compliance team to ensure targets are set, achieved, and reported
- Contribute to LP engagement and PR/Comms strategy as needed
- Represent Circulate Capital at industry events and build relationships within the startup and investor ecosystems
- Suggest improvements to our approach, process, products, and services

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## LOCATION AND REPORTING LINE

Remotely in SEA, with travel required for the effective execution of responsibilities. Reports to Investment Partner, SEA..

## KEY COMPETENCIES

- 6 to 12 years of growth capital private equity investment/corporate finance experience
- Proven interest in solving complex environmental issues
- Proven ability to support and guide management teams in building their businesses, implementing systems, processes, and corporate governance at an international level
- Expertise in deal structuring, due diligence, and closing processes, portfolio management, divestments.
- Ability to analyse financial statements and construct financial and valuation models
- Have professional networking skills, motivated to build new relationships
- A significant network of peers and related ecosystem stakeholders in the region
- Adept at coaching and engaging with remote, multicultural teams using collaboration tools, such as Google Suite, Microsoft, and CRMs

## HOW TO APPLY

View more details on our website. Please email your CV to [workwithus@circulatecapital.com](mailto:workwithus@circulatecapital.com) to apply directly.

### Invest for: Circularity + Value + Impact

Circulate Capital is the leading circular economy investment management firm in high-growth markets.

We partner with global brands and institutional investors to invest into solutions that catalyze systems change across the globe. Our financing transforms circular plastic supply chains at scale, delivering competitive financial returns and positive impact.

*We are actively creating a workplace where authentic communication, collaboration and inclusion enable people to become their best selves both personally and professionally while having a career with purpose and impact. Circulate Capital is an Equal Opportunity Employer.*

