

NOW HIRING

Associate Investment Partner (AIP) SEA



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 Associate Investment Partner based in SEA to direct the further deployment and development of the first Ocean Fund (CCOF I & IB), as well as prepare, deploy, and manage the to-be-formed subsequent fund (CCOF II), anticipated to launch in 2023/24.

The AIP will guide high-quality deal flows, perform due diligence, complete investments, and manage the portfolio to support the effective growth of companies and eventual exits. The AIP will also supervise an existing team of investment professionals in SEA and create synergies with the Circulate Capital teams in India and LATAM. You will report to the Investment Partner, Asia. This is a full-time position based in Southeast Asia, with regional travel required for the effective execution of responsibilities.

KEY RESPONSIBILITIES

- Sourcing and development of investment opportunities
- Directing due diligence, negotiations, and closing of investments
- Working with portfolio company management teams regularly to guide the growth of their business in achieving both financial and impact targets, serving as a Board member for some companies
- Managing the investment team through solid behavior modeling, coaching, and mentoring to achieve the above and to develop team members further
- Coordinate with the Impact and ESG team to ensure targets are set, achieved, and reported
- Contribute to LP engagement and PR/Comms strategy as needed
- Suggest improvements to our approach, process, products, and services
- Be a great team member for the fund, our sister funds, and colleagues around the world

LOCATION AND REPORTING LINE

The role will be based in Southeast Asia, with regional travel required for the effective execution of responsibilities. Reports to Investment Partner, Asia.

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KEY COMPETENCIES

- ▶ At least eight years of private equity (PE) investment experience in a professional PE firm covering SEA.
- ▶ Proven investment track record in SMEs and family businesses; preference for a solid history and experience from investment through to divestment and through a full fund lifecycle.
- ▶ Proven ability to support and guide management teams in building their businesses and implementing systems, processes, and governance at an international level.
- ▶ Expertise in deal structuring, due diligence, and closing processes.
- ▶ IPO/M&A/Corporate Sales experience.
- ▶ Proven ability to coach and develop team members to their potential.
- ▶ A significant network of peers and related ecosystem stakeholders in the region.
- ▶ Preference for a person with fundraising skills, including effective management of the fundraising pipeline and working with development finance institutions and institutional investors.
- ▶ Adept at coaching and engaging with remote, multicultural teams using collaboration tools like Google Workspace, Microsoft, and CRMs. 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.
- ▶ Fluent in English and at least one other SEA language.
- ▶ Strong PR skills
- ▶ Finance graduate with a strong understanding of SEA corporate and tax laws.
- ▶ Lived and worked in SEA for at least 20 years.

HOW TO APPLY

View more details on our website. Please email your CV to 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.

