



Investment Manager, India

Circulate Capital is an investment management firm dedicated to incubating and financing companies that prevent ocean plastic and advance the circular economy. With c.US\$250mn AUM across South Asia, Southeast Asia and Latin America, the firm focuses on the prevention of mismanaged plastic waste in these regions as well as investment in disruptive technologies and circular infrastructure.

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

Circulate Capital is seeking an experienced Investment Manager to strengthen its team in India and focus on managing its India portfolio, steer exits, as well as prepare, deploy, and manage future subsequent funds.

The ideal candidate should be an accomplished investor with deal execution experience who is interested in helping solve some of the world's most complex problems through investing in companies that deliver positive environmental impact while demonstrating exceptional financial returns to investors. This is a full-time position 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 the firm's next private equity fund.
- ▶ Interact with a variety of stakeholders, and take the lead in identifying and developing new investment opportunities in thematic areas of interest that are a fit with our values, investor interests, and approach
- ▶ Lead investment opportunities through various stages of the process, including initial screening, detailed business diligence - market sizing, technology walkthroughs, competitive landscapes, financial modeling, reference calls, external DD, presentation to the CC Investment committee, negotiations and closing
- ▶ Prepare, present, and maintain detailed investment documentation for our clients
- ▶ Constantly strive to increase the positive impact of our portfolio companies by working with them in an intensive manner and adding value in critical areas of strategy, operations, business development, organizational building, and governance
- ▶ Proactively develop and manage relationships with a wide variety of stakeholders including potential investees, sector experts, consultants, policymakers, investors, advisors, and thought leaders
- ▶ Coordinate actively with the India team to understand and track key metrics to monitor the progress being made by portfolio companies on the goals around social, environmental, and financial returns
- ▶ Represent Circulate Capital at industry events and build relationships within the startup and investor ecosystems
- ▶ Support the global team on specific tasks related to deal screening, due diligence, and execution as and when required

NOW HIRING



CIRCULATE CAPITAL

Investment Manager, India

LOCATION AND REPORTING LINE

Remotely in India, with travel required for the effective execution of responsibilities. Reports to Associate Partner / Partner, India.

KEY COMPETENCIES

- 5-10 years of overall experience, including at least 3 years of investment experience with venture capital/private equity funds
- Investment experience must comprise making new investments, end to end process management and steering exits
- MBA from reputed institution and under-graduation in the sciences such as chemistry, biology, engineering, or related fields OR Chartered Accountant with passion for solving complex environmental issues and operational experience in relevant industries
- Intuitive understanding of business models and different entrepreneurial styles and an innate ability to strike strong working relationships with entrepreneurs and a variety of stakeholders that form their ecosystem, such as other GPs, lenders, sector experts, or policymakers
- Proven track record of providing guidance to businesses at multiple levels including operations, strategy, and governance, through working with a variety of portfolio companies or through working directly in a key role within a company
- Outstanding interpersonal skills, with an ability to work well within a multicultural team and effectively interact with the external ecosystem
- A significant network of peers and related stakeholders in the region
- Excellent written and oral communication skills; with an ability to formulate and present analysis and arguments in a clear, crisp, and concise manner to other team members, Partners, and portfolio companies
- Fluency in local language(s) and English
- Humility and commitment to producing the highest quality of work, with attention to detail and follow-through

HOW TO APPLY

[Please click here to apply](#)

Invest for: Circularity + Value + 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.