



# CIRCULATE CAPITAL

## Investment Professional for Southeast Asia

Circulate Capital is a Singapore-based leading impact investment firm driving a circular economy by investing across the recycling value chain and next-generation materials in high-growth markets. In partnership with global brands and financial institutions, the firm scales supply chain solutions that deliver economic, social and environmental value. Founded in 2018 by supply chain experts and industry leaders, including PepsiCo, Procter & Gamble, Dow, Danone, Chanel, Unilever, The Coca-Cola Company, Chevron Phillips Chemical and Mondelēz International.

The firm currently manages c.US\$485 Mn in AUM for South Asia, South-East Asia and Latin America and is in the process of scaling its Asia growth private equity strategy. To learn more, please visit [our website](#).

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Role: **Investment (Senior) Manager / Investment (Senior) Director - Southeast Asia**

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Reports to: **Partner, Southeast Asia**

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Location: **Singapore, or remote in Malaysia, Thailand, or the Philippines**

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### Opportunity:

Circulate Capital is seeking an experienced Investment Professional to strengthen its Southeast Asian team, focus on new investments, and manage existing investments in the region.

The ideal candidate should be an accomplished investor with experience in deal execution and an entrepreneurial mindset. The ideal candidate is interested in helping solve some of the world's most complex problems by investing in companies that deliver exceptional financial returns and positive environmental impact. This is a full-time position in Singapore or remote in the region, with travel required to execute responsibilities effectively.

### Key Responsibilities:

- Conduct market research on industry trends, sectors, and companies.
- Interact with a variety of stakeholders and co-lead the identification and development of new investment opportunities in thematic areas of interest that align with our values, investor interests, and approach.
- Co-lead investment opportunities through all stages of the process: sourcing, screening, deal structuring, detailed business diligence (including market sizing, management, technology, competitive landscapes, supply chain, customers, financial modelling, reference calls, etc), managing external due diligence providers, presentation to the investment committee, negotiations and closing.
- Prepare, present, and maintain detailed investment documentation.
- Strive to increase the positive impact of our portfolio companies by intensively working with them and adding value in critical areas of strategy, operations, business development, organizational building, and governance.



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- Proactively develop and manage relationships with a wide variety of stakeholders, including potential investees, strategic investors, sector experts, consultants, policymakers, investors, advisors, and thought leaders.
- Coordinate actively with the Southeast Asia team and the broader global team to track key social, environmental, commercial, and financial performance metrics and monitor progress made by portfolio companies.
- Represent Circulate Capital at industry events and build relationships within the private market and investor ecosystems.
- Support the global team on specific tasks related to investment, communication, fundraising, impact management, and other special projects when required.

### Key Competencies:

- 8-10 years of overall financial services experience (particularly in investment banking, equity research and investment management), including at least 5+ years of investment experience with a growth stage private equity fund.
- Investment experience must include at least 2 new investments with end-to-end process management, managing at least 3-4 portfolio companies, and steering exits.
- Either an MBA from a reputed institution with specialisation in Finance along with a CFA (L3), or a Chartered Accountant with a 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 eco-system, 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 multi-cultural 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



## CIRCULATE CAPITAL

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

### **How to Apply:**

[Please complete our application form and upload your CV here.](#)