



Role Profile

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| Name | |
| Role | Fundraiser |
| Reporting to | Head of Institutional Sales Group |
| Team | Institutional Sales Group |
| Division | Investec Corporate & Institutional Banking |
| Key relationships | |
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| Regulatory status | Certified Person (CP): <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |
| If CP, please confirm: (i) The type of certified function(s) performed For guidance see <i>Role descriptions – help with defining Certified Persons</i> | Please tick as many as applicable: Material Risk Taker (MRT) <input type="checkbox"/> Client-dealing function <input type="checkbox"/> Requires FCA qualification <input type="checkbox"/> Supervisor/manager of a CP <input type="checkbox"/> |
| (ii) Mandatory professional qualifications and exams (required for the role) | (ii) Mandatory professional qualifications and exams required under the FCA T&C rules or prescribed by IBP (please state N/A if no qualifications/exams are required for this role): |
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| Description of role and key responsibilities | <ul style="list-style-type: none"> • The Institutional Sales Group (ISG) is seeking a Senior Fundraiser in New York to lead the development of fundraisings from institutional investors, primarily Insurance companies the US. • Investor relationships in other geographies are a plus. • We expect senior relationships with Head of Alternatives or Head fixed income, PM, and Analysts. • The role entails working closely with sales specialists and structurers across asset teams (primarily Aviation, Fund Finance, Venture Capital, Power and Infrastructure). • |
| Core skills and knowledge | <ul style="list-style-type: none"> • Significant experience in fundraisings and a large network of relationships with heads of alternative investments/ Head of Fixed Income /CIOs. • You will be an entrepreneurial and energetic person with strong track record raising capital for Fixed Income Alternative Investments funds. • To act with integrity at all times and embrace the philosophy of treating our customers fairly (compulsory) |



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| | <ul style="list-style-type: none">• Regulatory Knowledge as applicable to role (compulsory)• Coaching & Assessment (compulsory for Managers and Supervisors) |
| Any other attributes that would be helpful, but not essential for the role. | |

This role description accurately reflects the key responsibilities and associated skills, knowledge and attributes required for to perform this role at this time. It is the responsibility of the employee and manager, to update this profile, (and store against the employee's record), as responsibilities, required skills and knowledge changes.