

## Senior Associate, Infrastructure

*CBRE Caledon is a leading infrastructure and private equity solutions provider. The firm seeks to create long-term value for its clients by accessing and managing high-quality investment opportunities and building comprehensive and customized infrastructure and private equity portfolios. CBRE Caledon's business model is to combine direct investments, co-investments, secondary investments and primary fund investments in a manner to suit each client's unique investment objectives. The firm currently provides its services through customized separately managed accounts, portfolio management advisory solutions and pooled funds. Since its inception in 2006, the CBRE Caledon team has grown to over 35 people and manages over CA\$9 billion of assets on behalf of 15 clients across North America.*

### The Role

This is a dynamic role which will focus on infrastructure direct and co-investments as well as infrastructure fund investments (both primary and secondary opportunities). Working closely with senior investment professionals, you will play an important role as part of a versatile team in making global investments with responsibilities in the following areas:

### Responsibilities

- Assist in all aspects of the investment process including the sourcing, analysis and diligence, execution, structuring, and negotiations of fund investments, direct and co-investments, as well as supporting functions including compliance and documentation/deal closing procedures.
- Run the day-to-day requirements of a deal process to ensure efficient transition through the various stages of an opportunity. This includes coordinating internal reviews, updates and approvals, as well as communications with key stakeholders, partners and clients.
- Prepare detailed investment recommendations outlining key elements of the investment thesis, including an assessment of the relevant merits and risks of each investment, supported by in-depth research and analysis of market and industry trends, track record evaluation, competitor analysis, and other factors in support of the investment thesis
- Present investment recommendations as part of the internal and external approval processes and manage multiple and ongoing client follow-on requests
- Participate in all facets of portfolio management, including portfolio construction and monitoring, allocation analysis, establishing and adhering to investment guidelines, and establishing appropriate investment benchmarks
- Involved in managing the deal flow/pipeline of opportunities, conducting market/industry research, performing valuation and track record analysis, and creating detailed financial models
- Assist in the development of private markets investment strategies, including preparing educational materials for senior management and investment committees and, as required, playing a supporting role in various business development initiatives for the firm

### Qualifications

- Completion of a university degree in Commerce, Finance, Business Administration, or a related field, with a strong academic record. Technical degrees, such as in engineering, will also be considered
- 5 - 7 years of relevant investment experience in private markets investments with a focus on infrastructure investing; relevant experience in investment banking or consulting will be considered
- Well-developed qualitative and quantitative analytical skills, including financial modeling, valuation, and due diligence capabilities
- Exceptional oral and written communication skills, intellectual agility, client management skills, and time management skills
- Highly proficient in Excel with advanced abilities in Word and PowerPoint applications
- Completion of, or enrollment in, a professional designation (e.g. CFA or CPA) and/or fluency in multiple languages are each considered an asset; fluency in French an asset

Further, you are an ambitious self-starter, and a solid team player with a positive attitude. You possess high professional and ethical standards. You endeavour to perform work beyond what is required at your level, and are willing to "roll up your sleeves" in an entrepreneurial environment, to get work done as necessary. You have a demonstrated ability to be resourceful and persistent in gathering and assessing information and to quickly assimilate knowledge.

**Goffredo Consulting Group has been retained to conduct this search. If you are interested in applying and have the qualifications for this role, please submit your resume and cover letter directly to [careers@goffredoconsulting.com](mailto:careers@goffredoconsulting.com)**

