

## Investor Relations (H/F) – CDI

### About Sienna Private Credit

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Sienna Private Credit (formerly Acofi Gestion) builds investment products and solutions that meet the expectations of large institutional investors. Its initiatives focus on real assets and more specifically private debt with €2.5 billion of assets under management. The proposition encompasses four main fields: corporate, real estate, infrastructure in the energy sector, and the public sector.

Sienna Private Credit is part of Sienna Investment Managers, the alternative investment platform (RE, PE, Private debt, VC, ...) owned by GBL. It operates in seven countries notably in Luxembourg, London, Paris, Hamburg, Amsterdam, Madrid and Seoul. Sienna Investment Managers employs 230 professionals and manages over €33 billion (including €3.1 billion in permanent capital) as of March 2022.

### Role

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Beyond the firm's outstanding investment track record, Sienna Private Credit has established a robust Investor Relations ("IR") Department to best serve the institutional investors. Sienna Private Credit's Investor Relations Department maintains close contacts with clients, ensures reactivity to all their inquiries, and overall provides high quality services, thus securing Sienna Private Credit investor's confidence and willingness to go further.

Sienna Private credit has demonstrated its know how over years with a strong track record. We look for candidates who have the enthusiasm to raise more AUM in Europe.

The IR Associate will be based in Paris and will be reporting to the IR Director. S/he will be expected to contribute to all aspects of the IR function at Sienna Private Credit:

- **Developing relationships with potential investors:**
  - Generating new business leads, relying, when possible on its book of clients.
  - Pitching in a clear and understandable manner our strategies and Sienna Private Credit.
  - Generate meetings with prospective clients.
  - Preparing fund documentation and RFP answers.
  - Answering investor due diligence.
  - Represent Sienna's value to conferences and market events (Ipem...).
- **Maintaining and servicing relationship with existing investors:**
  - Be an active client server to make sure requests are treated in a prompt and efficient manner.
  - Follow up of existing funds requirements with the investors.
  - Elaboration of presentations on new products with the management teams and regular update of these presentations.
  - Drafting of the commercial documentation for new products in close collaboration with investment teams and other internal departments
  - Discussing cross-selling Sienna opportunities with existing investors.
- **Systematically coordinating and tracking IR activities:**
  - Use the CRM. Preparation of fundraising reporting documents for Sienna Private Credit's board.
  - Writing reports with regards to ongoing fundraising(s).
  - Leveraging CRM and back-office tools.
  - Tracking contractual commitments.
- **Promoting and supporting other strategic initiatives with investors within the Sienna Investment Manager group.**

## Job requirements

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- Advanced degree in business or engineering.
- More than 3 years' experience in investor relations/fundraising roles in real assets.
- Proven track record in raising assets in French or European Institutional, or family offices.
- An established network of clients within France / or Europe.
- The candidate must have solid interpersonal skills, and be a strong team player.
- Excellent drafting skills in both English and French.
- Analytical, writing and creativity skills, appetite for IT tools and competency in Excel, PowerPoint and Word.
- Strong ability to work collaboratively in a small team, proactive and able to take initiatives.
- Strong commitment in ESG and impact investing.
- Energetic and enthusiastic.

### **Job based in Paris (8ème arrondissement)**

Please send your application to: [contact@acofi.com](mailto:contact@acofi.com)