

Role Title
Principal – Capital Management
Role Summary
<p>Whitehorse Liquidity Partners (“Whitehorse” or the “Firm”), based in Toronto, is a fast-growing private equity firm focused on making structured equity investments in the private equity secondaries market. Whitehorse seeks to provide customized and flexible liquidity solutions for private equity investors looking for alternatives to the outright sale of assets or traditional debt financings. Whitehorse currently has US\$3.4B under management across three funds.</p> <p>Whitehorse is seeking diverse, dynamic and mature individuals who thrive in high performance environments. Reporting to Michael Gubbels, Partner, the Principal will lead and support capital raising efforts and will strengthen relationships with Limited Partners (“LPs”). The Principal will have significant interface with members of the Whitehorse Senior Leadership Team, deal team, legal/compliance department, operations department and other groups within the Firm. The Principal will oversee and manage multiple projects at one time such as managing investor due diligence requests, conducting market research, preparing investor marketing materials and playing a key role in the overall fundraising and investor relations processes. The Principal be responsible for establishing relationships with potential new LPs and fostering relationships with existing investors.</p>
Role-specific Accountabilities
<ul style="list-style-type: none"> • Act as a key point-of-contact for existing and prospective LPs through regular in-person meetings, video conferences, phone calls and other communications • Plan meetings/roadshows/events to attract and develop new LP relationships • Provide regular updates to LPs on their Whitehorse investments • Collaborate with other Whitehorse professionals to strengthen relationships with Whitehorse LPs • Lead and execute ad hoc investor relations and business development initiatives including strategic projects • Lead detailed research and analysis to assist in new LP origination • Manage placement agent relationships and liaise with other fundraising participants • Lead the preparation of fundraising offering materials and select quarterly reporting materials for LPs • Understand the Whitehorse offering and know how to best position our solution • Help to oversee and manage junior professionals on the Capital Management team

Education, Experience & Capabilities

- A minimum of 8 years of professional experience
- Undergraduate degree, preferably in commerce or business administration
 - Post-graduate degree / MBA / CFA designation considered an asset
- High degree of maturity, professionalism and integrity
- Prior working experience in private equity, investment banking, asset management and/or investor relations
- Strong leadership and project management capabilities
- Superior communication skills both written and oral
- Meticulous attention to detail and accuracy in work output
- Candidate should be energetic, self-motivated and a team-oriented individual who thrives on challenge in a fast-paced, entrepreneurial environment – often under pressure to meet demanding deadlines
- Existing relationships with institutional investors
- Willingness to work across the organization in support of ad hoc projects
- Strong willingness to travel

At Whitehorse, we are committed to fostering an inclusive, accessible environment where all employees feel valued, respected and supported. We are an equal opportunity employer that values a diverse workforce and a culture that reflects and celebrates diversity of thought, background and experience.

If you require an accommodation for the recruitment/interview process please let us know when selected to take part in our recruitment process, so that reasonable arrangements can be made for the appropriate accommodations to be put in place.

We thank you for applying, however, only those selected to continue will be contacted.