

**Role Title****ASSOCIATE, Strategic Management****Role Summary**

Whitehorse Liquidity Partners (“Whitehorse”), based in Toronto, is a fast-growing private equity firm focused on accelerating liquidity on private equity portfolios through structured solutions. Whitehorse seeks to provide customized and flexible liquidity solutions for private equity investors through the use of structured solutions with existing investors or outright purchases of portfolios which are subsequently structured into different securities. Whitehorse currently has over US\$10.0B under management. Whitehorse is seeking diverse, energetic, and dynamic individuals who thrive in a fast-paced, high-performance, entrepreneurial environment.

Whitehorse’s Strategic Management function is focused on executing on firm-wide initiatives including – but not limited to – financial product innovation, development of new fund structures/partnerships, corporate development, organizational design and change management. The Associate will play an essential role in supporting the activities of the Strategic Management group and helping Whitehorse to achieve its overall business goals.

Reporting to Partner, Strategic Management, a successful candidate for the Associate position will have experience in consulting, private equity, corporate strategy or a related role. Prior experience working with or advising asset managers and/or financial institutions is an asset but is not required. The role will require extensive collaboration across Whitehorse’s five functional groups and will also involve considerable engagement with external parties.

**Role-Specific Accountabilities**

- Support the design, development and implementation of strategic projects for Whitehorse with the objective of driving long-term organizational growth and informing new business activities
- Work collaboratively with cross-departmental teams and external stakeholders to deliver strategy, corporate development and change management projects beginning with initial business case development through to execution
- Support senior team members in the recommendation and execution of business development opportunities, process improvement and value creation initiatives
- Conduct qualitative and quantitative analysis to inform strategic recommendations and guide the firm’s long-term strategic planning and transformational technology investments
- Develop, evaluate, articulate and execute on the business cases for new:
  - Product areas
  - Asset classes
  - Geographies
- Support the creation & institutionalization of core business functions & processes within Whitehorse
- Support firm-wide strategic planning processes with cross-departmental teams to define and measure Whitehorse’s Key Performance Indicators (KPIs)
- Develop detailed KPI mobilization plans, monitor adherence, and ensure successful execution
  - Work with different functional teams within Whitehorse to determine any additional support that may be needed to achieve results
- Contribute innovative ideas towards future Whitehorse’s strategic initiatives

**Education, Experience & Capabilities**

- 2-4 years of experience in consulting, private equity, corporate strategy or related role
  - Specialized experience with asset managers or financial institutions is considered an asset, but is not required
- Undergraduate degree required, preferably in business, engineering or other quantitative discipline
  - Completion of MBA, CFA or other advanced degree is considered an asset, but is not required
- Strong project management skills and demonstrated experience leading or facilitating executive-level discussions, interviews, workshops or working sessions considered an asset
- High degree of professionalism, integrity, and capacity to deal with sensitive and confidential matters
- Excellent analytical and quantitative skills with ability to perform in-depth, critical analysis while effectively communicating and articulating the conclusions to senior team members
  - Strong capabilities in Excel, PowerPoint and Asana; experience with Python or other relevant languages is considered an asset
  - Experience with big data analytics and related tools (SQL, Bitquery, etc.) is considered an asset but is not required
- Self-starter and ability to work both independently and as part of a team
- Ability to manage multiple work streams in a fast-paced environment
- Meticulous attention to detail and accuracy in work output
- Ability to meet deadlines and work well under pressure
- Willingness to work across the organisation in support of ad hoc projects as required
- Ability to travel when required

**Our Commitment to Inclusion and Diversity**

At Whitehorse Liquidity Partners, we are committed to being a truly diverse firm and fostering an inclusive and supportive culture. Employing a talented, diverse, and inclusive workforce is more than just an obligation; it is a critical component of our growth aspirations and a competitive advantage of our Firm.

In addition, we are committed to fostering an inclusive and accessible recruitment experience where all candidates are valued, respected, and supported.

If you require an accommodation for any part of the recruitment process (including alternate formats of materials, accessible meeting rooms, etc.), please let us know, and we will be pleased to work with you to meet your needs.

**To apply:**

Send a copy of your resume to [careers@whitehorseliquidity.com](mailto:careers@whitehorseliquidity.com) and reference the role title **Associate, Strategic Management** in the subject line.

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