

Role Title
PRINCIPAL, 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\$12.3B under management. Whitehorse is seeking diverse, energetic, and dynamic individuals who thrive in a fast-paced, high-performance, entrepreneurial environment.

The Principal will play an essential role in leading and supporting the activities of the Strategic Management team and helping Whitehorse achieve its overall business goals and growth objectives. The Strategic Management team draws on diverse skill sets to support a wide range of firm activities including, but not limited to, short- and long-term strategic planning; strategic decision making; the development and execution of new product and partnership opportunities; supporting the execution of complex strategic investments and transactions; collection and synthesis of market intelligence; and organizational design and change management. In addition to leading engagements with external parties, the role will also require extensive collaboration across Whitehorse’s five functional groups and senior leadership.

Reporting to Partner, Strategic Management, a successful candidate for the Principal position will have experience in private equity, management consulting, corporate development, corporate strategy or a related role and have a strong financial modelling skill set. Prior experience working with or advising alternative asset managers or related financial institutions is strongly preferred.

Role-Specific Accountabilities

- Facilitate firm-wide short-term and long-term strategic planning processes
- Lead discrete analyses to inform strategic recommendations
- Partner with cross-departmental teams and external stakeholders to design, develop and implement strategic projects with the objective of informing new business activities and driving long-term organizational growth
- Lead the development and execution of new products and go-to-market strategies
- Support the creation and institutionalization of core business functions and processes within Whitehorse
- Lead research to identify key industry trends and patterns, understand their relevance to the firm’s business model and utilize this information to support the development of firmwide value-creation initiatives
- Play an active role in developing and mentoring the firm’s junior talent
- Actively participate in investment decision discussions, team meetings and other firm-wide initiatives
- Contribute innovative ideas towards future Whitehorse strategic initiatives and transactions

Education, Experience & Capabilities

- 8+ years of experience in private equity, management consulting, corporate development, corporate strategy or a related role
 - Experience working with or advising asset managers or financial institutions is considered an asset
- Undergraduate degree required, post-graduate degree or MBA considered an asset
- Strategic and flexible problem solver with practical bias to drive impact; proven ability to execute
- Confidence and ability to undertake a variety of complex initiatives while navigating ambiguity

- Demonstrated project management experience, including scoping & structuring, relationship management, process management, legal review, and negotiation; all while leading and supervising a junior team
- Excellent analytical and quantitative skills with ability to lead and perform in-depth, critical analyses while effectively summarizing findings and articulating the conclusions to senior team members and firm leadership
- Highly effective communicator, with experience simplifying complex analyses and navigating unstructured discussions; clear and concise when presenting to stakeholders
 - Proven ability to influence and build consensus among multiple stakeholders
- Willingness to work across the organization in support of ad hoc projects as required
- High degree of professionalism, integrity, and capacity to deal with sensitive and confidential matters
- Meticulous attention to detail and accuracy in work output
- 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 and reference the role title **Principal, Strategic Management** in the subject line.

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