



## Head of Capital Formation

MPOWERED Capital is an independently managed investment firm established to target superior risk-adjusted returns investing in what we view as best-in-class Diverse Talent / Diverse Managers<sup>1</sup> across the alternatives markets. We are one of the leading investment firms focusing on providing unique capital solutions to diverse emerging investment managers. Working with a small team, the Head of Capital Formation will play an instrumental role in MPOWERED Capital's ambitious growth objectives. This newly created role will participate in the full business development process including fundraising for MPOWERED funds and co-investments, investor relationship management, and external brand building. Additionally, the person in this role will act as an advisor to our portfolio of Diverse Managers as part of our value-add MPOWERED Multiplier Program. The role will offer a significant opportunity for career growth and development.

The Head of Capital Formation will be based in Chicago or New York City. Our team works on a hybrid schedule, spending a minimum of three days in the office each week with the option to work the remaining days virtually.

### Employer

MPOWERED Capital ("MPOWERED") invests in what we view as best-in-class Diverse Talent in the private alternatives investment space through GP Structured Partnerships<sup>2</sup>, Direct/Co-Investments<sup>3</sup>, and Fund Investments with flexibility across industry sectors. Founded by Marcia Page, the firm is focused on accelerating equity for women and other underrepresented talent through capital, commitment, and connections. Despite generating outperformance, Diverse Talent has been underrepresented and undercapitalized due to a variety of structural forces and unconscious/affinity biases. This has created a significant dislocated investment opportunity that MPOWERED is uniquely positioned to capture. Through the team's collective experience and proven investment track records, strong operational expertise, and deep industry connections, MPOWERED is accessing an exceptional, diversified pool of talent seeking to generate superior risk-adjusted returns.

We also recognize that strategic guidance can greatly impact whether a manager is able to launch successfully and achieve scale. Our MPOWERED Multiplier Program (MP<sup>2</sup>) comes alongside Diverse Managers, helping achieve long-term business objectives faster and with more certainty. MP<sup>2</sup> is founded on the belief that beyond investing acumen, there are three pillars of technical expertise that are mandatory to launch and scale effectively. These are:

1. Business Development
2. Talent/Human Capital
3. Operational Scale and Excellence

This is not a programmatic, one-size-fits-all approach. Rather, MP<sup>2</sup> offers an individualized partnership model that aims to reduce start-up friction and accelerate growth through access to valuable expertise and technical resources – on demand and when most needed. Our team brings a wealth of firm building experience inclusive of team building, fund formation, and infrastructure development. We act as advisors and confidantes to provide timely guidance before issues arise.

1. Diverse Talent / Diverse Managers includes, but is not limited to, female, Black / African American, Hispanic American / Latinx, Native American, and Asian American investment talent.
2. GP Structured Partnerships refer to seeding relationships and investments (including, but not limited to, working capital funding plus a fund commitment) in fund managers owned, controlled, and/or founded by Diverse Talent with the intent of accelerating their launch and/or supporting their growth.
3. Direct/Co-investments represent investments in opportunities led, originated, and/or otherwise sourced or underwritten by Diverse Talent into operating/portfolio companies.

MPowered is an independently managed investment firm developed in collaboration with, and partnering with, Värde Partners to leverage certain operational capabilities and established infrastructure. The Head of Capital Formation will have access to Värde's professional development programming including training sessions, leadership events, and opportunities for peer connectivity.

## **Role**

This role is unique in that it impacts MPowered as well as our portfolio of Diverse Managers. There are three distinct components:

1. Capital raising and Investor Relations for MPowered Capital Access Funds and related co-investments
2. Support of MPowered Capital investment managers through the Multiplier Program
3. Sourcing of GP Structured Partnerships (GSPs), which are seeding relationships and investments in fund managers owned, and/or founded by Diverse Talent with the intent of accelerating their launch and/or supporting their firm's growth.

## **The Successful Candidate Will:**

- Join a female-led organization that prides itself on supporting and growing Diverse Talent in the alternative investment space.
- Participate in an energetic, fast-paced work environment that values creativity and critical thinking, strong business judgment, and the ability to bring tasks to completion in a thorough and timely manner.
- Exhibit the highest level of professionalism and integrity, grace under pressure and a very strong work ethic.
- Have extensive knowledge of the private markets landscape and strong relationships with both LPs and GPs.
- Have a proven and successful background in a long sales cycle environment and will demonstrate enjoyment of and desire to focus on marketing and investor relationship management in a team-based and collaborative setting.
- Have strong technical skills, excellent attention to detail, strong communication and organizational skills, and an ability to multi-task and prioritize in the face of multiple time-sensitive demands.

## **Summary of Responsibilities**

### Capital raising and Investor relations

- Develop and manage relationships with investors, including but not limited to, institutional investors, family offices, individuals, and consultants.
- Fundraise for the MPowered funds inclusive of co-investment vehicles, full cycle from new business prospecting to relationship management of existing investors.
- Systematically develop and execute capital raising plans to maximize fundraising and LP relationships.
- Source new investor relationships via conferences and outreach campaigns (call and email).
- Develop and maintain relationships with employees at all levels at current and prospective LP organizations - from due diligence teams to department heads and CIOs.
- Organize and facilitate introductory calls/meetings, agendas, follow-ups, due diligence requests/deliverables, onsite due diligence, and closing process.
- Create and manage presentations for internal and external use; working closely with Värde Communications and Legal teams, ensure materials are effective and legally compliant.
- Track and capture investor intelligence and activity in the CRM system (DealCloud) and maintain accurate notes and investor pipeline information.
- Track and report on fundraising progress utilizing defined analytics and metrics.
- Develop an efficient and comprehensive system for research and insights on LP activity, demand trends and relevant competitor/product developments for decision-making and as an input into the firm's competitive intelligence.
- Oversee investor communications including investor letters, conference calls, and events.
- Manage external business / vendor relationships relating to investor services.
- Coordinate with relevant functions (Legal, Tax & Accounting) to facilitate investor closings and maintenance.

- Work closely with other members of the MPowered team to serve the needs of existing investors including ongoing reporting, updates and ad hoc requests.
- Develop strong knowledge of MPowered’s business, investment strategies, fund structures and products as well as related markets to maintain credibility with investors; MPowered takes a consultative approach to marketing/relationship management with the investor’s objectives in mind.
- Foster strong internal relationships with the Värde BDIR team and the firm overall to fully utilize and maximize the affiliation.
- Serve as a subject-matter expert and collaborate with other members of the MPowered team in connection with the design and development of new fund structures and investment vehicles.
- Represent MPowered at various industry conferences and events throughout the year including participating as a speaker, moderator, or panelist to bring visibility to our mission and to identify potential LP relationships.

#### Multiplier Program

- Serve as a partner to MPowered’s portfolio of diverse emerging managers as they look for assistance with issues and questions on topics relating to business development, investor relations, and investor reporting.
- Join LP roundtables and discussions to share expertise on business development and investor relations topics.
- Provide information and expertise that will be used to create white papers and thought leadership pieces.

#### GSP Sourcing

- Represent MPowered at various industry conferences and events throughout the year including participating as a speaker, moderator, or panelist to bring visibility to our mission and to build the pipeline of potential candidates for GP Structured Partnerships with MPowered.
- Leverage relationships to assist in MPowered’s multi-pronged sourcing approach as we seek to identify the next generation of Diverse Talent.
- Assess GSP candidates for fundraising ability as they seek to launch their firms/funds.
- Other responsibilities and special projects as needed.

#### **Qualifications**

- Undergraduate degree required; MBA or comparable graduate degree preferred but not required.
- Proven track record of capital raising from, and maintenance of effective relationships with, institutional investors in a buy-side role, or similar track record of investing in private equity or private credit on the LP side.
- Deep knowledge of financial markets with a minimum of 7-10 years of experience with institutional marketing and client service as a GP, institutional investing as an LP, or a combination of both. Consultant and/or placement agent experience is also of interest.
- Strong understanding of and experience with fund documentation with proven ability to negotiate agreements.
- Experience in private equity or private credit markets preferred.
- Ability to travel an average of 30% within North America.
- Ability to meet the restrictions of SEC rule 206(4)-5 (“Pay-to-Play”).

The successful applicant for this position must be authorized to work in the United States without sponsorship. Diverse candidates are encouraged to apply. Compensation for this role will be competitive to market and dependent on the candidate’s experience. Total compensation includes a discretionary performance-based bonus. We provide a comprehensive benefits and wellness package including medical, dental, and vision coverage, 401(k) plan, PTO and paid holidays.

Inquiries and resumes may be submitted to [HR@MPoweredcapital.com](mailto:HR@MPoweredcapital.com). For more information about the firm, please visit [MPoweredcapital.com](http://MPoweredcapital.com).