

Job Title: Investor Relations (IR) Professional - Mid-Level

Location: Greenwich, CT

Company: BharCap

About Us:

BharCap Partners, LLC is a leading private investment firm investing in businesses across the financial services industry including financial technology and tech-enabled services; insurance distribution and insurance services; and asset and wealth management. BharCap manages over \$2 billion of capital across 12 investments. For more information, please visit

<https://bharcap.com>.

We are seeking a dynamic and motivated Investor Relations (IR) Professional to join our team and contribute to our continued success.

Position Overview:

We are looking for a mid-level Investor Relations (IR) Professional with 3-8 years of experience in a private equity IR or private equity investing role. The successful candidate will play a crucial role in driving fundraising initiatives, managing investor relationships and supporting the overall growth of the firm. This role offers the opportunity to grow into a partner-level or Head of IR position with mentoring and guidance from BharCap's current Head of IR.

Key Responsibilities:

- **Investor Relations Management:**
 - Prepare and deliver presentations, reports, and other communication materials for investor meetings.
 - Assist in organizing and managing investor events, including annual meetings, webinars, and other investor-facing activities.
 - Serve initially as a secondary point of contact for current and prospective investors, addressing inquiries and providing updates on fund performance and strategy.
 - Opportunity to become the primary point of contact for many prospective investors, once established in the role and fully familiar with the firm, strategy and portfolio.
- **Fundraising and Capital Raising:**
 - Support the development and execution of fundraising strategies to attract new investors and retain existing ones.
 - Conduct market research and analysis to identify potential investors and assess market trends.
 - Collaborate with senior management to develop and refine pitch materials, fund documents, and other fundraising collateral.
- **Project Management:**
 - Oversee the coordination and execution of various IR projects, ensuring timelines and deliverables are met.

- Manage the preparation and dissemination of quarterly and annual reports to investors.
- Work closely with the investment team and the CFO to ensure accurate and timely communication with investors.
- **Sales and Relationship Building:**
 - Cultivate and maintain strong relationships with existing and potential investors, understanding their needs and preferences.
 - Support the Head of IR in managing relationships with placement agents, lawyers and other third-party partners.

Qualifications:

- **Experience:**
 - 3-8 years of experience in a private equity IR or private equity investing role, with a strong understanding of buyout investing. Prior work related to the financial services industry is helpful but not necessary.
 - The firm is open to hiring a more experienced professional.
- **Skills:**
 - Strong sales and relationship management skills, with a proven ability to build and maintain investor relationships.
 - Excellent project management skills, with the ability to manage multiple projects simultaneously and meet deadlines.
 - Exceptional communication and presentation skills, both written and verbal.
 - Proficiency in Microsoft Office Suite, particularly Excel and PowerPoint.
 - Ability to work independently and as part of a team in a fast-paced, dynamic environment.
- **Education:**
 - Bachelor's degree ideally in finance, business, or a related field. MBA, JD or CFA designation is a plus.

Compensation:

- Competitive salary, with performance-based bonuses and carried interest.
- Comprehensive benefits package, including health insurance, retirement plan, and professional development opportunities.

Target Start Date:

While this may change, the current plan is to have this individual join the firm between March and June 2025.

Career Growth:

This role offers significant growth potential, with the opportunity to advance over time to a partner-level or Head of IR role. The successful candidate will receive mentorship and guidance from BharCap's Head of IR.

How to Apply:

Interested candidates should submit their resume and cover letter to Co-Founding Partner and Head of IR Jim Rutherford at jim@bharcap.com with the subject line "Investor Relations Professional Application – [Your Name]."

Equal Opportunity Employer:

BharCap is an equal opportunity employer and encourages candidates from all backgrounds to apply.