

# Director

## Investor Relations

**LOCATION:** Hong Kong

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### Summary of the Role

The Director, Investor Relations is responsible for maintaining and expanding the investment relationship with clients and consultants. The position requires being versed in all of the product offerings of the firm and the individual should be able to qualify prospective clients and prioritize where to focus their time and resources.

### Responsibilities

- Drive business development efforts by identifying prospective investors and effectively representing the firm within the assigned institutional investor and consultant communities
- Raise institutional capital across AEW's full suite of real estate investment products and capabilities, speaking intelligently and persuasively about the firm's offerings
- In partnership with the Fund Teams and Head of Investor Relations, develop and execute strategic marketing plans for target investor bases, whether by geography or type, to drive capital-raising efforts
- Cultivate long-term investor relationships, as well as B2B asset management partnerships and implement organized and consistent touchpoints to ensure that they remain current on the firm's current and potential product offerings
- Coordinate and collaborate effectively with the broader Product Specialist and Client Services teams to ensure alignment and an organized approach to client management and capital raising
- Contribute market knowledge and investor feedback to AEW's efforts in product development and fund formation, both for its own funds and for the funds of the specialist operators it invests in
- Be an active leader in the firm; contributing ideas and working on relevant cross-functional efforts that improve process, culture, business outcomes, etc.
- Build and nurture strong relationships with key internal and external stakeholders
- Collaborate regionally with parent company distribution as appropriate

### Qualifications

- 15+ years of experience in real estate capital raising and high touch management of client relationships
- Experience in a sales or marketing capacity, with a demonstrable track record of raising capital for a variety of real estate investment vehicles and structures

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- Deep relationships with institutional investors and consultants domestically and an ability to leverage those connections to source capital from new investors
- Sound technical skills and ability to quickly grasp new products
- Well versed in the operational and legal considerations of capital formation within the region
- Fluent in Korean and English, with a strong understanding of customary business practices in other target markets
- Excellent presentation, verbal, and communications skills, with an ability to articulate, clearly and credibly, a variety of distinct investment strategies
- Results-oriented approach with strong appetite for closing a sale
- Strong work ethic and a proactive and positive approach to problem-solving
- Ability to function independently as well as collaboratively in a team-oriented environment