July 25, 2016

**MANAGING DIRECTOR, RESEARCH AND CONTENT**

(Research, Best Practices, Tools, Templates & Benchmarking)

**THE ILPA**

The Institutional Limited Partners Association (the "ILPA") is the leading, global member-driven organization dedicated to advancing the interests of private equity limited partners (LPs) through industry-leading education programs, independent research, best practices, networking opportunities and global collaboration. The ILPA includes over 360 member organizations and over 3,000 private equity investment professionals spanning all categories of small and large institutional investors including public pensions, corporate pensions, endowments, foundations, family offices and insurance companies. The ILPA represents a global membership with well over US$1 trillion in private equity assets under management.

**RESEARCH AND CONTENT AT THE ILPA**

**(Research, Best Practices, Tools, Templates and Benchmarking)**

Under the MD’s direction, the research and content team at the ILPA focuses on the creation of “product” – research, best practices, tools, templates and benchmarks to help LP members be more effective in their roles. The focus of the MD is on practical, real world solutions to strategic and operational challenges. The format of research content at the ILPA ranges from bespoke traditional research and best practice “white papers” (often undertaken in conjunction with third parties) to a range of practical tools, templates and benchmarks (some described below) as well as more formal published writing and presentations. The MD is also responsible (with the rest of the management team) for building relationships with industry executives and expanding the ILPA’s membership base.

Examples of ILPA research content include the *ILPA Private Markets Benchmark*, *Due Diligence Questionnaire,* (recently published) *Fee Reporting Template* and annual *Compensation* and *Member Metrics s*urveys*.* The ILPA regularly publishes pan-industry findings on issues such as asset allocation strategies and investor sentiment as well as co-authored papers with leading academics and service providers in the private equity industry. The ILPA is recognized globally for having developed—in conjunction with the private equity general partner (GP) community–the *ILPA Private Equity Principles* which serve as a common framework for continued discussion relating to alignment of interest, governance and transparency. Additional examples of ILPA research content are available on its website at [ilpa.org](http://www.ilpa.org).

The research team is looking to expand its reach and impact by developing and expanding its suite of “products” (research, best practices, tools, templates, benchmarks, databases etc.).In addition, the ILPA would like to develop content with “commercial potential” (i.e. it might generate standalone revenue, perhaps from third-parties that serve the LP community)**.**

A growing part of the research and content portfolio of activities involves partnerships with third parties either in co-creating content or offering ILPA members discounted access to best-in-class products and services. The MD is expected to be comfortable in negotiating and managing a growing set of such relationships.

**CANDIDATE PROFILE AND QUALIFICATIONS**

As a key member of the management team reporting to the CEO of the ILPA, the Managing Director, Research and Content, is responsible for the strategic direction of the ILPA's content platform (research, best practices, tools, templates, benchmarks, etc.). The ideal candidate will be a "business builder," a professional with the business acumen to partner successfully with the CEO, other colleagues, the Board, and ILPA members to continue advancing the ILPA's content agenda. The ideal candidate will likely combine the following critical competencies:

* *Collaboration and Influence*: The ability to understand member needs, debate constructively and advise colleagues and the CEO with nuance and great skill. This requires a high level of executive presence and the knowledge and stature to deliver advice in a way that will be respected and valued by both internal and external constituencies. Furthermore, the candidate will need to be skilled at building member relationships in order fully understand the challenges faced by a diverse and resource-constrained group of investors.
* *Results Oriented*: The ability to deliver on promises to colleagues and members consistently and with high quality. S/he will demonstrate the ability to set clear objectives and drive for results. This requires the ability to manage multiple work streams, a well-organized working and management style, high energy and creativity.
* *Communication Skills*: Clear and organized thinking, and a confident and engaging personal style. S/he will demonstrate the ability to develop compelling presentations, content marketing strategies, and written communications, and to communicate crisply and with conviction internally and externally on all topics related to the industry.
* *Team Leadership*: The ability to align and motivate team members, building teams and fostering relationships that engender a sense of shared objectives and accountability. The ability to recruit, develop and retain team members is critical.

Additional qualifications include:

* Minimum of 10+ years of work experience
* Research, advisory or management consulting experience strongly preferred
* Knowledge of private equity or financial services-related issues is strongly preferred
* Extensive people, project  and member (client) management experience
* Superior analytical skills, as demonstrated by a track record of thought leadership and problem solving activities, preferably within a consulting and/or research environment
* Willingness to travel 20-30%
* Position may be based in Washington DC or Toronto

Cultural fit is paramount to the person's success at the ILPA, a member-driven organization with a strong but small team. Therefore, this individual will need to be a highly motivated self-starter who can excel in an entrepreneurial environment within a small-team dynamic. S/he will evince high energy, collaborative behavior, creativity, flexibility and a hands-on mindset. The successful candidate will also possess strong intellectual horsepower, exude professionalism and be of the highest integrity.

A competitive salary, bonus and benefits package will be offered to the successful candidate.

For more information please or to submit your resume for consideration please email Nicky Cavanagh at ncavanagh[@ilpa.org](mailto:pfreire@ilpa.org).