

PRINCIPAL

Position: Principal

Location: SF Bay Area

About Kingfish Group

Kingfish is a different kind of private equity advisory firm. We have pioneered a new approach to private equity investing that places us at the intersection of people, ideas and capital. At the core of our efforts are deep, systematic relationships with proven operating executives. Our firm comprises two core business segments; our private equity principal investment business and an advisory business that supports a limited set of high-performing PE sponsors as they identify, invest in and grow businesses. Our philosophy is to find the best people and give them the freedom to learn, innovate and outperform. In that spirit, we are structured to ensure that each individual contributes substantially to firm strategy and goals, and there is extensive feedback on performance. We pride ourselves on assembling high-performing teams to pursue inspiring goals.

Position Summary

Our Principals work closely with our private equity firm partners, operating as an extension of their deal teams to evaluate investment opportunities and advance portfolio company initiatives. Specifically, Principals (a) Serve as key relationship owner for our private equity partners, thinking strategically about how Kingfish can help solve their investment needs and fostering long term relationships, (b) Manage internal project teams to drive consistently high impact on each transaction for our PE firm partners, (c) Manage and mentor a team of associates through their own career development and progression, (d) Quarterback our internal investment committee processes, and (e) Act as a highly visible, firm-wide leader in business building efforts that accelerate the growth of Kingfish.

Responsibilities

- Serve as the key relationship owner for our private equity partners, thinking strategically about how Kingfish can solve their investment needs and fostering a long term relationship
 - Scope projects to maximize Kingfish's unique ability to support our partner's pipeline on a deal-by-deal basis
 - Foster deep relationships with the senior leaders at our PE firm partners and ensure an enduring strategic partnership between that firm and Kingfish
- Manage internal project teams to drive consistently high impact on each transaction for our PE firm partners
 - Ensure our internal teams are aligned against a project plan, meeting timelines and expectations, and ultimately driving high-impact outcomes for our private equity partners
 - Key deliverables include aligning and engaging senior executives to assist through diligence & post close as well as high-quality business and market diligence insights and presentations
- Manage and mentor Associates through their own career development and progression
 - Provide day to day management for Associates including project guidance and skills training
 - Directly responsible for Associates' development plans, promotions and career progression
- Quarterback our internal investment committee processes as Kingfish evaluates a co-investment in transactions alongside our partner PE firm
 - Craft brief presentations evaluating the investment thesis and outlining areas for further due diligence
 - Lead Investment Committee presentations & communications with our partner PE firms
- Act as a highly visible, firm-wide leader in business building efforts that accelerate the growth of the firm.

Candidate Profile

- B.A or B.S with 6 to 8+ years of work experience in management consulting, business development, executive recruiting, or other similar fields.
- **Client / Account Management:** strong track record of success managing complex and demanding client relationships
- **Project Management:** ability to adeptly scope and manage multiple concurrent projects with tight timelines
- **Personnel Management:** experience managing and developing junior staff members
- **Relationship Building:** high EQ with advanced written/ verbal communication skills, executive presence and an ability to build relationships with stakeholders at all levels both internally and externally
- **PE Fluency / Investment Mindset:** understand the PE deal process and how to analyze investment opportunities