

Product development lead, Investor intelligence team

Private capital solutions vacancy

We are recruiting for a product development lead into the investor intelligence team of our private capital solutions group (see: [Macfarlanes Private Capital Solutions](#)).

The role

The private capital solutions group provides a range of non-legal services to our private capital clients and is complementary to the legal advice we provide across our core legal practice areas.

The investor intelligence team is one of these non-legal services (see: [Investor Intelligence | Macfarlanes Private Capital Solutions](#)) and has four core pillars of focus. These are (1) product development, (2) term tracking, (3) target markets and (4) specific investor research.

The investor intelligence team already works with (principally private equity and private credit) fund managers to provide bespoke and tailored insights focusing on each of these core pillars. Recent examples of the outputs of this team includes research into the UK pension market reforms and the opportunities that presents for private capital, a deep-dive into fundraising in the Netherlands, the Middle-East and the German insurance market. These insights are designed to link together the commercial and legal aspects of fundraising to ultimately help our clients shape their products and fundraising strategies.

We are now looking for a candidate who will primarily focus on the product development pillar of this team. The candidate will also provide support with term tracking.

Key responsibilities

- tracking US and European markets (including peers) for product developments in the credit space (i.e. reactive);
- researching market trends, recent or upcoming developments in investor or broader regulation and potential pools of capital in each case to understand potential impacts on fund structuring and fundraising;
- based on the above research, proactively assist key clients with shaping their products and fundraising strategy to attract pools of capital;
- working closely with client legal and product development teams to produce and present tailored insights and/or reports;
- co-ordinating with a variety of teams across our core legal practice areas (e.g. private funds, tax and reward, financial services regulatory & corporate and M&A) to obtain insights and layer in our legal expertise; and
- developing relationships and credibility with internal and external stakeholders.

This job description encompasses the main duties of the role and is by no means exhaustive. It is anticipated that duties may vary from time to time according to the needs of the team.

The candidate

The successful candidate will meet the following criteria:

- entrepreneurial, self-motivated, highly organised with a real interest in private markets;
- some working experience of the private markets industry (principally, private debt) in a finance related field (consulting, research, investment analyst, financial journalist);

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- high level of attention to detail;
- strong analytical skills, with the ability to develop hypotheses and reach conclusions in tight timeframes;
- strong written skills with the ability to produce precise and thoughtful written content (providing examples would be welcomed);
- strong PowerPoint and Excel skills; and
- completed CAIA or CFA qualifications (not an absolute requirement but strongly desirable).

Additional opportunities within the role

This role will provide the successful individual with significant market knowledge and exposure to a variety of internal and external stakeholders (e.g., working directly with the commercial and legal teams of a variety of existing and prospective private capital clients as well as our own internal business service teams, professional support lawyers, heads of policy, associates and partners).

About Macfarlanes

We are a distinctive London-based law firm with a unique combination of services built and shaped around the needs of our clients. Our unrivalled blend of expertise, agility and culture means we have the flexibility to meet their most challenging demands and adapt to the changing world around us. While many of our services can be found at other firms, the mix cannot.

We find, recruit and train talented people from all backgrounds, building careers for the long term, to one day shape and lead the firm. We know each other personally which means we work together with more cohesion, and less formality. Our culture is thoughtful, challenging and supportive, and we are a place where everyone, at whatever level, can thrive. We remain focused on equal treatment in recruitment, retention and promotion.

Application screening

Any offer of employment with us is subject to our pre-employment checks which are conducted by a third-party screening provider. These may include but are not limited to your professional and academic qualifications, any criminal records and employment references. These checks will be initiated with your consent and your offer will be subject to the successful completion of these checks.

Our commitment to inclusion

We are committed to increasing the diversity of our employees and partners. Improving diversity is one of our key priorities and it is a goal we are actively working towards. We believe that an inclusive, forward-thinking culture is intrinsically important and enables us to provide innovative solutions to our clients.

We welcome applications from people of all backgrounds, bringing different perspectives and experiences, making Macfarlanes an exciting and stimulating place to work. We seek to recruit the best candidates, regardless of age, gender, race, ethnicity, social or economic background, religion, disability, sexual orientation or any other characteristic.

As part of this commitment, we will ask you certain diversity questions. We would really appreciate you and/or your recruiter completing these questions when submitting an application to Macfarlanes as this data enables us to measure our progress towards improving the diversity of our applicants, and ultimately, our hires. This data is anonymised to maintain the privacy of applicants. If you have any questions relating to how this data is used, please contact a member of the recruitment team.

Should you require any adjustments during the application and/or interview process, please do not hesitate to inform your recruiter or a member of the recruitment team. Please note, the job description is available in other accessible formats (for example, large print).

We are a Disability Confident Employer and will offer an interview to disabled applicants who best meet the essential criteria for the role. If you would like to apply through the Disability Confident Interview Scheme, please email the recruitment team at recruitment@macfarlanes.com.