



## Vice President of Investor Relations

**Our Client:** [National Grid Partners](#) (NGP) is a CVC created to disrupt National Grid, a multinational electricity and gas company headquartered in London, by advancing the energy systems of tomorrow to create a smarter, renewable future. This includes incubating and investing in startups at the intersection of energy and emerging tech, innovating new businesses from scratch, business development, and infusing an entrepreneurial culture into National Grid.

The original NGP fund has \$400M in AUM and has had seven exits in just four years with 38.6% net IRR, and 50% of the time, they have been the lead investor. They are also an investor in four strategic venture funds. NGP performance ranks among the highest for the VCs in the valley, and they are being “spun out” and will become NextGrid Partners at the end of Q1 in 2023 and raising a new \$800M fund that will make a positive impact on the world that we live in.

**Position Overview:** Reporting to [Lisa Lambert](#), the NGP President, CEO, NextGrid Partners at spinout) they will have three key responsibilities **1) lead fundraising for Corporate Global 2000 Limited Partner (LP) investors** with your extensive and relevant network combined with excellent stakeholder and program management to deliver a smooth and successful fundraising process; **2) Manage existing Corporate LP investor relationships** to ensure retention with LP’s post the spinout; and **3) lead and manage the quarterly reporting to Corporate LP’s** maintaining senior-level dialogue to understand and manage their customer satisfaction.

From a reporting perspective, they will orchestrate the creation and dissemination of high-quality reporting to LP’s that covers both the financial performance and the strategic value opportunities created. They will work closely with Business Development (BD), who will supply the content on the strategic front, and the fund administrator for the financial information. They will have a strong understanding of the interests of the LP’s and ensure the input from BD and the fund administrator addresses that.

### **Responsibilities:**

- Build and execute a repeatable and effective fundraising process, both quickly to achieve a material first, and final close for NextGrid Partners fund two and more strategically for funds three and onwards
- Monitor the state of the relationship with each LP (including sentiment), draw attention to matters requiring remediation, and track delivery of solutions from appropriate NextGrid Partners team members
- Build and execute a robust process for delivering high-quality reporting to LP’s leveraging financials from the fund admin and strategic narrative from the BD and Innovation teams of NextGrid Partners
- Lead the creation and maintenance of any metrics relating to portfolio support and strategic engagement for LP reporting
- Organize and lead investor relations meetings with LP’s based on their service level
- Managing overall LP investment activity – value creation and continual recruitment

### **Qualifications:**

- Proven track record leveraging a relevant network to recruit new LP’s in similar sectors, with a minimum deal size of \$5M and delivering \$100M to \$500M+ annually
- Experience and demonstrated success reporting to and managing LP’s relationship in a VC fund context
- Comfortable working in a matrix organization with multiple stakeholders and in an environment where results need to be achieved through influence rather than line management authority.
- Understanding of the Energy, Technology, Consumer, and other “Emissions Conscious” sectors including future trends, competitors, incumbents, and business models.

**Compensation:** Salary, bonus, and equity commensurate with a growth-stage Venture Capital firm

**Location:** Remote/Hybrid work model from Los Gatos or San Francisco, required to be “in office” periodically

**For information regarding this opportunity** please click on this [LINK](#) to schedule a brief introductory call or contact [Steve Caliger](#), Managing Partner, at [steve@tlgtalent.com](mailto:steve@tlgtalent.com)