



**Black
Opportunity
Fund**

**We Back
Black.**



**BOF
CAPITAL**

MANAGING PARTNER/INVESTMENT PRINCIPAL

Lead Consultant:

Frank Galati

Managing Partner, Bedford Resources Inc.

Bedford Group, TRANSEARCH

Ph: 416-970-7600

Email: fgalati@bedfordgroup.com



**BEDFORD
TRANSEARCH**
YOUR WORLD PARTNER IN EXECUTIVE SEARCH

www.bedfordgroup.com

MANAGING PARTNER/INVESTMENT PRINCIPAL

Black Opportunity Fund, a charitable foundation focused on advancing socio-economic opportunities for Black Canadian communities, is in the process of launching a \$50 million CDN investment fund, which will engage in impact investing in Black-led companies. We are seeking a Managing Partner, who will be responsible for origination, due diligence, execution (including structuring and funding), post-transaction portfolio management and value addition in line with the firm's investment strategy.

The candidate will assume a lead role in investments, participate in BOF Capital's investment committee, and play a leadership role in the firm in terms of strategy, governance, business decision-making and fundraising. The candidate would be joining a newly created entity, and will have the opportunity to recruit and build the investment team. As such the candidate is required to have entrepreneurial attributes, and a shared sense of purpose and values with Black Opportunity Fund.

The firm will shortly be raising a new \$50 million private equity fund focused on investing in established Black-led companies with growth potential, as well as co-investing in early stage companies with other Black-focused VCs. The firm is also preparing to launch a similar size fund aimed at creating a pathway to homeownership for Black Canadians, through a shared equity model. BOF has already secured a significant commitment of capital from National Bank of Canada, and is in advanced conversations with several other institutional investors for similar commitments.

This is a unique opportunity to build and lead an investment firm with a strong focus on catalyzing social impact and advancing sustainable economic empowerment for Canada's Black communities.

PRIMARY RESPONSIBILITIES

Facilitate strong investment performance and value addition in the firms Fund/s through the:

- Ideation and identification of new investment opportunities in key strategic sectors / investment themes;
- Networking, origination and vetting of new investment opportunities;
- Research and construct comparable company analyses and develop multiple forecast scenarios through company and industry research;
- Valuation and thorough investment evaluation;
- Due diligence of opportunities and preparation of investment memoranda for the company's Exco and Investment Committee;
- Project management of a deal from start to finish, including management of funders, co-investors and service providers;
- Recruitment, management, oversight, training and development of the investment team;
- Negotiation, structuring and review of legal agreements;
- Development and maintenance of investment models, portfolio data, and supporting analytics;
- Identification of key risks facing the portfolio and implementation of mitigating strategies / policies;
- Sign off of quarterly portfolio reports for the Investment Committee and Investors;
- Investment management and value addition in portfolio companies in line with the firm's value add framework and investment approach;
- Networking, liaising, and maintaining of relationships with key internal and external stakeholders.

The Managing Partner will report to the Investment Directors and Investment Committee of BOF Capital. The position is responsible for overseeing the investments, and the team of investment associates & investment analysts of BOF Capital, including the investment portfolio of portfolio businesses. The position and investments will be guided by the BOF Capital Investment Policy.

Skills

- Leadership and team building
- Investment acumen and due diligence
- analytical, detail oriented, process oriented, problem solver
- Portfolio management
- Risk management
- Strategic and business Planning and execution
- Organizational management, disciplined business and management reporting
- Written and oral communications and presentation skills.

Experience

- Demonstrated ability to build a business from inception
- Executive experience with demonstrated ability to build and lead teams
- Investment and asset management
- National network
- Entrepreneurial experience or effective at working with entrepreneurs
- Experience in VC/PE space is a strong asset

Personality

- Proactive self-starter with high energy
- Professional
- Team player
- Decisive
- 'Agile' mindset and able to deal with competing priorities
- An understanding of the longstanding systemic barriers facing Canada's Black communities, and alignment with the mission of Black Opportunity Fund.

About Black Opportunity Fund

Black Opportunity Fund (BOF) is a community-led registered Canadian Charitable organization, whose mandate is to catalyze the cultural, socio-economic and institutional change required to enable Canada's diverse Black communities to thrive. Black Opportunity Fund prioritizes initiatives around education, healthcare, women, criminal justice, entrepreneurship, arts & culture, and youth that impact the quality of life in Black communities across Canada.

About Bedford Consulting Group / TRANSEARCH

We practice a high touch, bespoke client service, providing the optimal balance of global capabilities alongside the client-focused service delivery of a boutique firm. Every executive search engagement involves a dedicated team including a Partner, Client Partner, Talent Acquisition Coordinator and Project Coordinator.

Bedford Group/TRANSEARCH is a recognized member Company of the Association of Executive Search Consultants (AESC), which sets industry standards and ethical guidelines for executive search firms worldwide.

Founded in 1980, The Bedford Consulting Group is a partner of TRANSEARCH International, one of the Top 10 largest executive search firms in the world, with 60 offices in 40 countries. We take pride in being consistently recognized as the #1 Performing Office globally within TRANSEARCH International. In addition to our industry-leading expertise in executive search, we provide clients with a holistic suite of talent strategy solutions from succession planning to leadership assessment and organizational strategy to compensation services and culture strategy.

**Unrivaled executive search process. Exemplary customer service.
Deep industry relationships.**

Ph: 416-970-7600
Email: fgalati@bedfordgroup.com

www.bedfordgroup.com



BEDFORD
TRANSEARCH
YOUR WORLD PARTNER IN EXECUTIVE SEARCH