

Director, Investor Relations, Client Advisory, Copenhagen

Deadline:
15-06-2025

Contact person:
Nicolai Falkenham

Job area:
Investor Relations

Position type:
Full time

Company:
Urban Partners

At Urban Partners, we believe that cities can be a force for good. As a leading Northern European investment firm, we work across the built environment to create sustainable, positive impact on the communities where we invest while delivering attractive returns to the global institutions who invest with us.

Urban Partners is a platform of vision-aligned, high-performing investment strategies, all centered on solving urban challenges. With €21bn under management, we leverage our expertise to create strong returns while shaping the cities of tomorrow. Across our platform, we share a common vision and the ambition to build the world's leading urban investment company.

The team

The Investor Relations team spans across Copenhagen, Stockholm, London, and Munich and is responsible for all fundraising activities and strategies across real estate equity, real estate credit, and venture capital. We manage investor relationships, provide guidance to internal teams and company leadership, and play a critical role in capital formation.

Our Investor Relations team consists of around 30 professionals across three functions working closely together: the Client Advisory team, which manages fundraising processes, strategy, client services, and project management; the Distribution team, which focuses on investor relationship management and sales; and the Marketing team, responsible for creating the corporate narrative, companywide marketing materials and other strategic initiatives.

Urban Partners manages capital for the largest and most sophisticated institutional investors at a global scale from private pension funds and insurance companies to sovereign wealth funds, family offices, investment managers, etc.

About the role

The role as Director in Client Advisory is pivotal and a strong platform for both impacting significantly and for personal development. You will be placed in Copenhagen to:

- Lead and manage fundraising processes end-to-end
- Drive our fundraising efforts to onboard investors through their Due Diligence (DD) process
- Ensure best practice processes and materials to support fundraising processes and investor DDs
- Lead and coach junior team members

Experience and skills

We seek a person with the following experience:

- Relevant experience from a similar role or function with background within private capital/alternative investments, and a broad experience from underwriting and commercial elements to legal and process
- And/or experience from funds/investment management or a pension fund
- And/or experience from corporate finance function or similar "consultancy" background with emphasis on investments

Personal skills:

- Proven project management and stakeholder management skills
- Attention to detail and in possession of high quality standards for deliveries
- Used to delivery towards multiple stakeholders and with many deadlines
- People skills, team player and motivated towards/competent at coaching and developing team members and colleagues

What we offer

- Make a difference by helping create urban spaces and places that enrich people's lives in the most sustainable way
- Lead the industry with an innovator that is pioneering new approaches while raising standards and inspiring the industry
- Learn and grow as part of a powerhouse of brilliant people where teamwork, feedback and different ways of thinking are at the core
- Be your whole self in a purpose-driven culture with a strong sense of belonging, based on trust, celebration and caring for each other

We are offering an attractive compensation package and benefits.

Join us

Please submit your application, with a brief motivation and CV latest 15th of June 2025. We will be conducting interviews on an ongoing basis, so please submit as soon as possible.

Any questions about the position can be sent to Nicolai Ekström Falkenham at nifa@urban.partners.

We look forward to hearing from you!