

*****Interested parties can send a current resume to recruiting@tpg.com and include the job name in the subject.**

Client & Capital Formation Product, Principal (San Francisco, CA or New York, NY)

About TPG

TPG is a leading global alternative asset firm with a long history of investing in growth, change, and innovation. Founded in San Francisco in 1992, the firm now manages more than \$91 billion with investment and operations teams in 12 offices around the world. TPG invests across a range of asset classes including private equity, growth equity, real estate, impact investing, secondaries, and public equity. Across all our strategies, we maintain a rigorous investment process and a deep, research-based approach to theme and sector development. TPG has an active portfolio of more than 250 companies, with current and past investments including Airbnb, Beautycounter, CAA, Calm, Cushman & Wakefield, McAfee, Spotify, and Uber.

Client & Capital Formation (CCF):

The TPG Client and Capital Formation Group (CCF) is responsible for the firm's capital raising, client and investor relations, and business development activities. The team works in close partnership with firm and business unit leadership to source, evaluate, and execute upon the firm's highest priority growth initiatives globally. CCF builds and manages the firm's new and existing limited partner relationships across funds and geographies.

The team is seeking a Principal-level individual who will be expected to establish and maintain relationships with institutional investors (limited partners), domestically and internationally. They will partner with Client and Capital Formation and TPG Capital business unit leadership on ongoing Limited Partner communication, including ad hoc and regular reporting to Limited Partners at individual, Advisory Committee, and overall levels; syndicating co-investment opportunities; and strategic planning for and execution of fundraising campaigns. This includes cultivating relationships with investors that are new to TPG and educating current and prospective investors on TPG portfolio company and fund-level performance. The candidate will be responsible for managing junior members of the Client and Capital Formation Group staffed to support the same TPG businesses and Limited Partners.

Requirements:

- 7+ years of employment experience, with a background in a business which provides solid fundamental training for a role in fundraising, including experience in a client-facing, communications-oriented role
- Direct experience fundraising in private equity is strongly preferred, including a robust understanding of General Partner-Limited Partner relationships and experience with institutional investors
- Exceptional presence and interpersonal and communication skills, including the ability to articulate TPG's strategy, investments and investment performance, as well as current and future market opportunities
- Strong quantitative and analytical skills
- Understanding of financial reporting and accounting, and surrounding processes
- Outstanding leadership, relationship, and management skills

- Exceptional history of academic and professional achievement; an MBA from a top-tier program is preferred, but not required