
Success Begins
with People.

David
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Partners

Position Specification | Managing Director, Private Equity



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THE ORGANIZATION

Johns Hopkins University was founded in 1876 and is one of the world's premier teaching and research institutions with more than 24,000 students across nine academic divisions on four campuses in Baltimore; one in Washington, D.C.; and facilities throughout the Baltimore-Washington region, as well as in China and Italy. The university attracts the finest undergraduate, graduate, doctoral, post-doctoral and professional degree students, as well as more federal research and development funding than any other university in the United States.

The JHU Investment Office has responsibility for investing the endowments for the university, the Johns Hopkins Hospital System, and related endowed entities totaling approximately \$8 billion, as well as certain pension related assets valued at approximately \$1 billion.

THE POSITION

Johns Hopkins University is seeking candidates for the position of Managing Director of Investments, Private Equity. The role will report to the Chief Investment Officer, Jason Perlioni, and the successful candidate will have responsibility for sourcing, evaluating and recommending investment opportunities and setting strategy for the private equity portfolio. This is a significant opportunity to further build out a private equity program in a broader portfolio with ample liquidity and a goal to materially increase private equity exposure, and the buyout exposure specifically. This person will be a senior member of a highly collaborative investment team focused on building a concentrated, best-in-class portfolio and developing long-term relationships with a core set of investment partners. This person will be a thought leader who embraces mentorship, cross-functional communication, and a team-oriented decision-making process. Someone who is proactive, embraces continuous learning and leads by example rather than delegating in a more hierarchical team structure will excel in this role.

RESPONSIBILITIES

Specific responsibilities for the Managing Director of Investments role include:

- Coordinating with team members to drive the research agenda, strategy, and portfolio construction for the private equity portfolio.
- Sourcing and maintaining a pipeline of investment opportunities and fund managers that will generate exceptional returns, with particular focus on buyouts.
- Conducting thorough due diligence on the most compelling prospective opportunities including analysis of investment strategy, process, portfolio positions, organization and performance.
- Closely monitoring the investment decisions and positions of existing private equity managers.
- Managing, mentoring and developing other members of the team.
- Preparing and presenting investment memoranda for review and approval.
- Staying current on investment trends, communicating proactively with colleagues and maintaining a network within the manager community.
- Maintaining the team's reputation for professional excellence and credibility both within JHU and throughout the investment management community.



QUALIFICATIONS

The successful candidate will possess a minimum of 12 years of experience with a focus on private equity manager selection and portfolio construction, specifically within the buyout arena. Venture capital and growth equity experience will also be valuable, as the successful candidate will work closely with their colleagues in these areas.

Key qualifications include:

- A “plug and play” investor across Private Equity (buyout primarily, venture and growth secondarily) with a well-established manager relationship network.
 - Inquisitive, rigorous, and process-driven underwriter, with a balance of qualitative & quantitative private equity diligence skills.
 - Open-minded investor with a logical approach and good judgment on when to change one’s mind, pound the table, probe deeper or put pencils down.
 - Well trained and self-motivated, with the belief that proactively nurturing high-quality relationships (with managers and colleagues) leads to better investment outcomes.
- A kind & collaborative culture-carrier committed to attracting, developing and retaining team talent.
 - Strong team player. Comfortable as a seasoned investor on a nonhierarchical team – sharing credit, and building consensus in a flat, no-ego investment culture.
 - Excellent, proactive communicator; embraces the opportunity for thorough, detailed investment discussions with team members.
- Direct investing / underwriting experience in private and/or public equity a plus.
- Co-investment experience a plus.
- Possesses the highest standards of personal and professional ethics and integrity.
- Enthusiasm for JHU’s mission.
- Strong academic credentials; MBA or equivalent graduate degree expected.

LOCATION

Baltimore, MD or Washington, D.C.