



Company: Saigon Asset Management (SAM) is a fund management and advisory company based in Ho Chi Minh City with US\$200 million of assets under management. SAM is the manager of Vietnam Equity Holding (VEH) and Vietnam Property Holding (VPH), both are leading Vietnam-focused funds listed on the Stuttgart Stock Exchange. SAM also operates Sunwah Kingsway Vietnam (SKV), which manages Sunwah Kingsway Investment Company (SVIC), a US\$100 million investment into Vietnam and also provides merchant banking services. See www.saigonam.com

Hiring Position: **Senior Manager or Director of Investment and Advisory**
Report to: Chief Executive Officer
Salary: Highly competitive and sharing of bonus pool.

Key Responsibilities and Experience:

1. Deal sourcing. The candidate must be able demonstrate his/her ability to source and win investment targets and/or advisory mandates. The focus will be private equity, listed, and real estate projects. Concentration will be in F&B (full ecosystem), real estate, Media, Technology, Healthcare, eCommerce, and Impact.
 - a. Execute the objective, criteria, and profiles of investment targets for SVIC.
 - b. Actively source investment deals or advisory mandates through:
 - i. Build or possess a network of personal and professional contacts, including strong relationships with senior executives of listed and private companies, SOEs, government officials, securities firms, financial press/media members, peer local and foreign investment funds, key institutional foreign investors, and professional services providers (law firms, audit firms, brokers, advisory and consulting firms)
 - ii. Regularly attend investment conferences, trade shows, conferences, associations, business seminars
 - iii. Continuously find creative ways to source deals and win mandates.
2. Due diligence. The candidate must be able demonstrate his/her understanding and execution of the due diligence process.
3. Presentation and packaging: The candidate must be able demonstrate his/her ability to prepare the investment proposal/investment committee presentations, investment memorandum, teasers...
4. Portfolio management.
 - a. Maximize absolute performance, outperform key benchmarks and peers.
 - b. Monitor macro-economic factors as well as portfolio companies' operational activities and financial results. Propose changes in investment strategies as appropriate.
 - c. Regular review of asset allocation for the fund (private equity, real estate, listed equities) and propose changes to asset allocation for Investment Committee (IC) approval and execute upon approval
 - d. Assist in monthly and quarterly monitoring reports for internal and external use
 - e. Assist in quarterly report to investment committees and board members
 - f. Maintain close relationship with board of directors of portfolio companies and work with investment team to propose prompt and appropriate actions as necessary

Requirements from Candidate:

5. Comprehensive understanding of the Vietnamese investment climate and characteristics of private equity market, listed companies, and real estate would be a plus
6. 5+ years of experience in IB position at a securities firm or a fund management company in Vietnam
7. Fluency of Vietnamese and English in both verbal and writing highly preferred
8. MBA, CPA, or CFA highly preferred
9. Candidates who possess leadership characteristics, professional attitude and image, intellectual reasoning, strong communication, team player, interpersonal skills, enjoys a fast-paced and challenging environment are highly preferred and encouraged to apply
10. Fully comprehend the advantages and challenges of merchant banking.
11. Highly ethical and work within the boundary of Vietnamese laws and customs.

Please send your resume/CV in English to:

Ms Linh Huynh

Executive Office/Human Resources Manager

Saigon Asset Management

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