



Investor Relationship Manager

Humphreys is dedicated to intentional alignment that forges lasting relationships. Our firm, funds, and investments are all designed on this principle, and every team member is building an ownership mentality through equity in the firm. We manage \$1.5B of investments in income-producing real estate and development partnerships across four diverse funds.

We are committed to expanding our team with professionals who demonstrate outstanding cognitive acuity, brilliant interpersonal communication, and uncompromising integrity. We are seeking to bolster our investor relations capacity and continue the growth and success of our business.

DESCRIPTION

As an essential member of our team, the investor relationship manager will identify, connect, and communicate with prospects and various types of investors, including high-net-worth, wealth advisors, and institutions.

Success in this role will be driven by a strong commitment to service, attention to detail, and diligent cultivation of relationships. This position offers the opportunity to deepen knowledge in alternative investments, fund structuring, and investment strategy.

RESPONSIBILITIES

- Prospect research, fundraising, and investor services
- Explain investment products to prospective investors, including objectives, terms, and historic performance
- Prepare and pitch content for prospective investors including presentations, case studies, and responses to individual data requests
- Coordinate with supporting teams for timely and thorough responses to investor inquiries regarding fund administration, real estate investments, and portfolio management
- Plan and execute relationship-building events, meetings, and roadshows for target audience
- Update and manage CRM system, ensuring current investor profiles and timely communication

QUALIFICATIONS

- 4-8 years of experience in investment management, wealth advisory, or financial services
- Undergraduate degree in either finance or accounting is preferred

COMPENSATION

- Annual salary with company performance-based bonuses
- Equity ownership and participation in company growth
- Comprehensive benefits package with support for continuing education

APPLY

Please email your resume to careers@humphreyscapital.com. If your qualifications align with our requirements for the role, we will be in touch. Thank you!