

Buyside Careers

A Primer

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Foreword and commentary from our advisors

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In recent years, interest in buy-side careers has grown rapidly. This is reflected in the emergence of VC/PE and other alternative investment clubs across the local universities, which provide hands-on exposure, deal analysis and industry engagement. Many students leverage these platforms to build skills, secure internships and network with industry professionals as a launchpad into the industry.

Ivan Gan

Advisor

Co-President AY24/25

Buy-side roles have become highly sought after among finance graduates, offering direct exposure to investment decisions and strategic analysis. As the traditional 60-40 portfolio model evolves and the AUM across private equity, hedge funds, and asset management firms grows, there has been an increased demand for junior talent to support research and conduct due diligence.

In addition, graduates are increasingly differentiating themselves by pursuing niche internships, launching their own startups, and managing personal investments—enhancing both their competitiveness and employability.

Calista Chew

Advisor

Secretary AY24/25

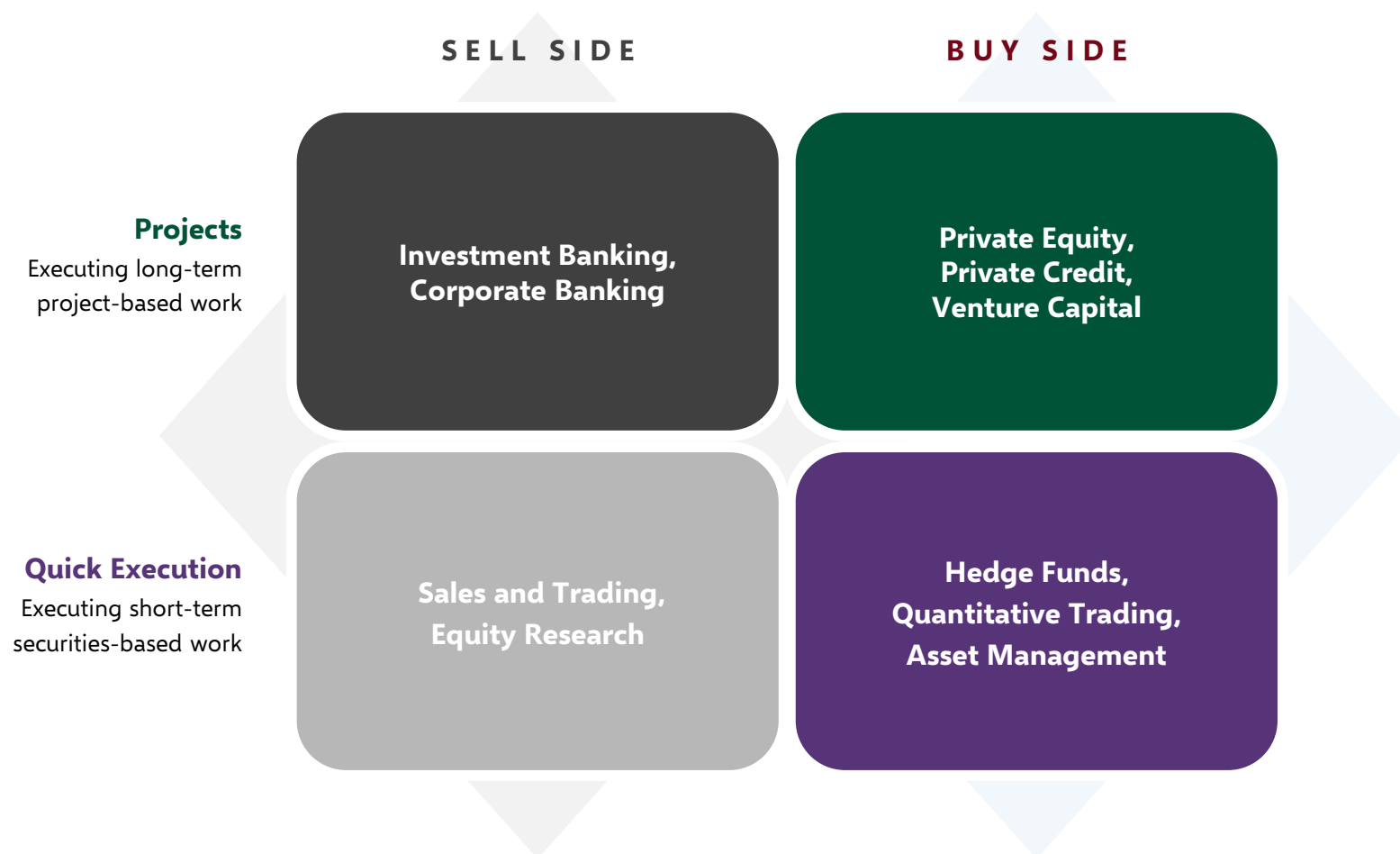
Front-office finance careers can be broadly categorised into the sell-side and the buy-side

The **sell-side** provides advisory support to clients to facilitate their capital raising and deploying activities. Sell-side firms profit by charging fees for their services.

The **buy-side** raises capital from financial backers and deploys it on their behalf. Buy-side firms profit by how well their investments perform, earning management fees or a proportion of their investments' exit value.

This 2x2 matrix illustrates how common front-office finance careers may be broadly categorised into the sell-side and the buy-side. These careers may be further categorised into long-term **Projects** work, or short-term **Quick Execution** work.

NUS Private Equity Club's focus is on preparing students for **projects roles on the buy-side**; This primer will focus exclusively on such projects roles.



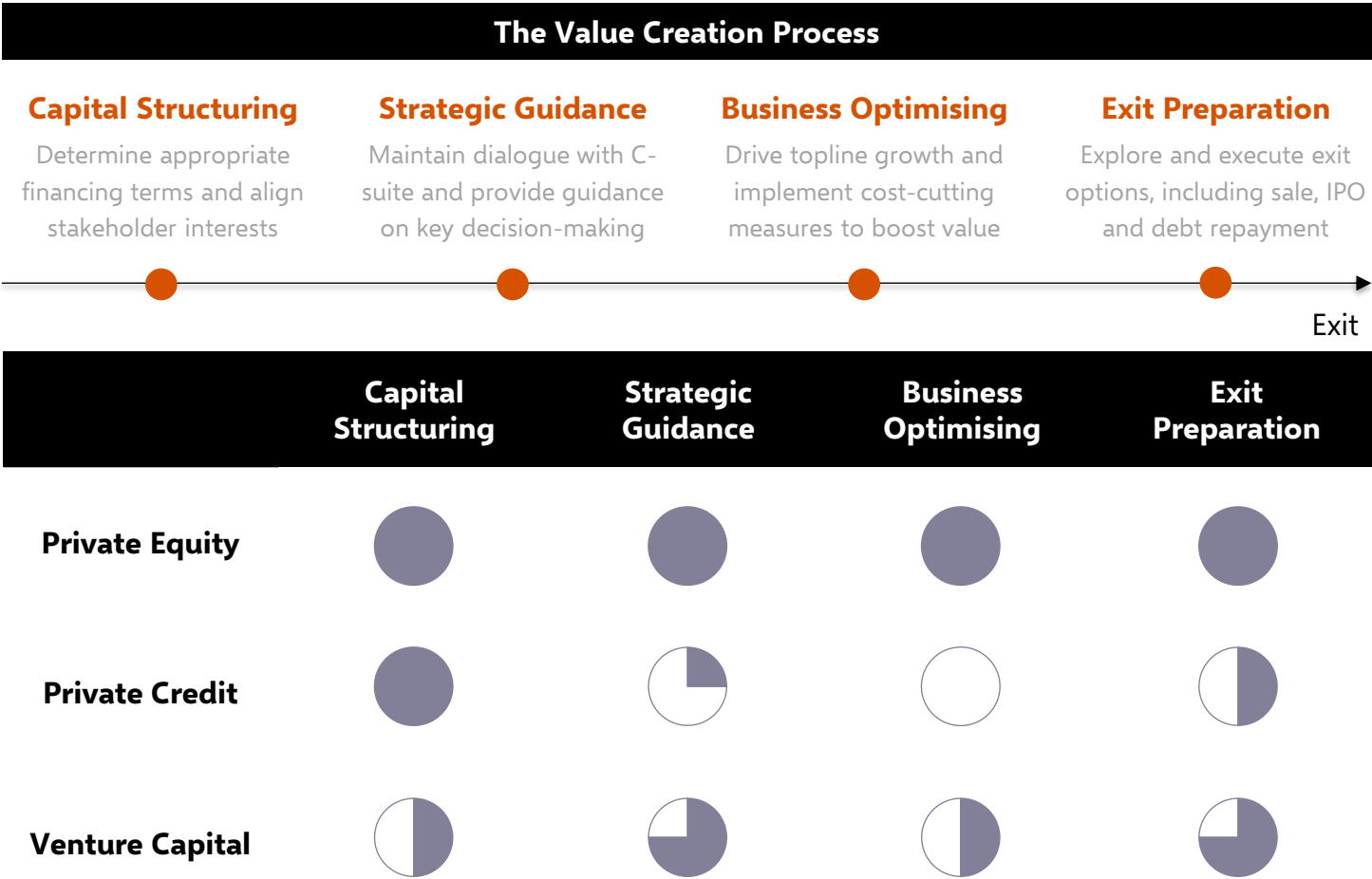
The buy-side aims to create long-term value from the assets they invest in

While the sell-side provides high-level advisory services, the buy-side owns the investment. Thus, it is deeply involved in a process called **value creation**, defined as extracting more value from the investment upon exit than what the investor committed at entry.

Investors firstly engage in **capital structuring**, ensuring that deal terms mitigate risk and aligns the interests of management and investors. They then draw from their wealth of knowledge to offer **strategic guidance** to the C-suite, indirectly influencing the company’s direction. They may also perform hands-on **business optimising** actions, focusing on increasing revenue and reducing costs. Finally, investors undergo **exit preparation**, finding the best avenues to maximise value creation.

Different investment methods assume different levels of activity across each phase. As **private equity** largely takes on controlling stakes, investors are more involved throughout the value creation process. **Venture capital** acquires minority stakes and are thus less involved in value creation. **Private credit** does not own company equity and thus are only majorly involved in capital structuring and exit preparation.

For illustrative purposes only.



Overview | Defining the Buyside

Buy-side asset classes can be categorised into product-based assets and sector-based assets

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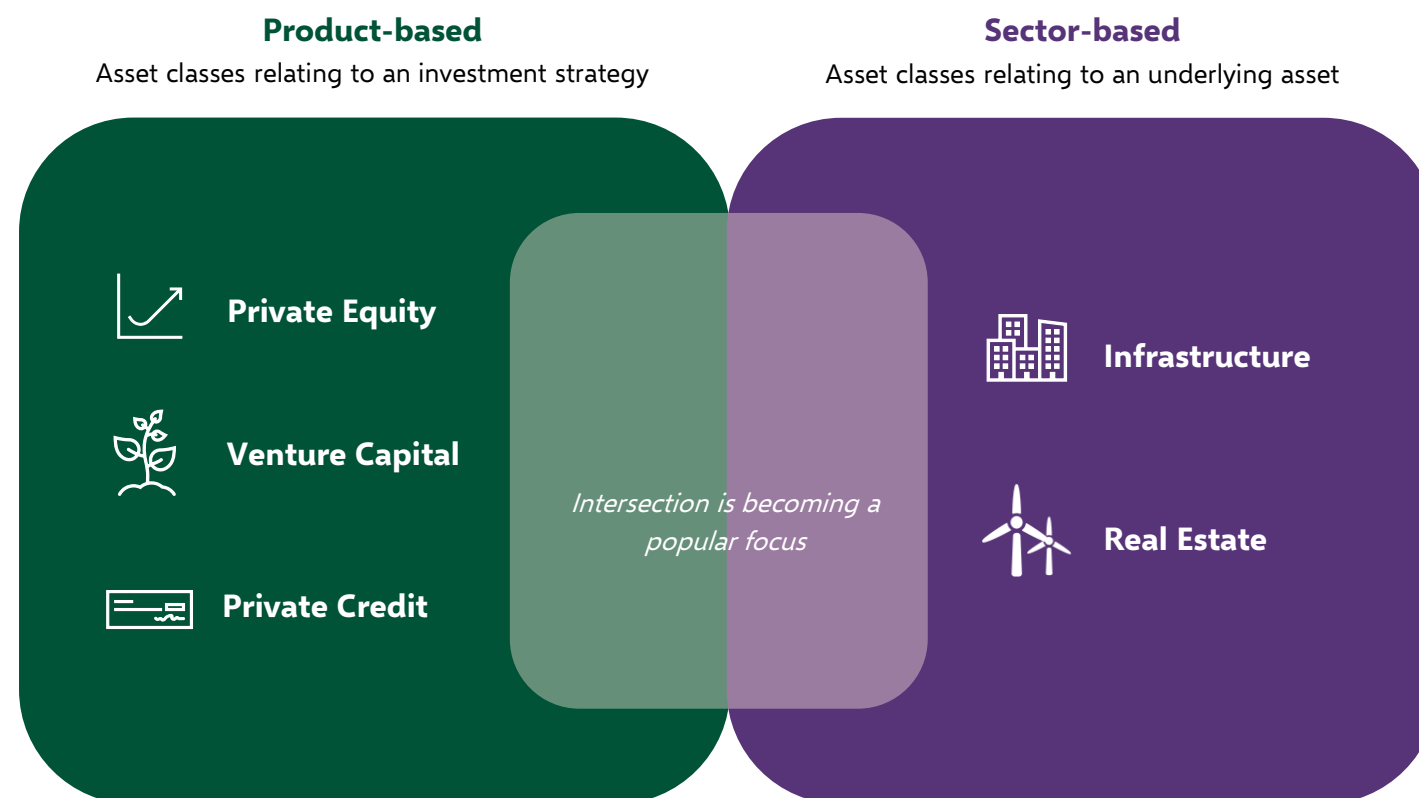
The buy-side invests in a variety of asset classes to generate profits.

Product-based assets are defined by the method used to deploy capital. Notable asset classes include Private Equity, Venture Capital and Private Credit. These assets are characterised by the following traits:

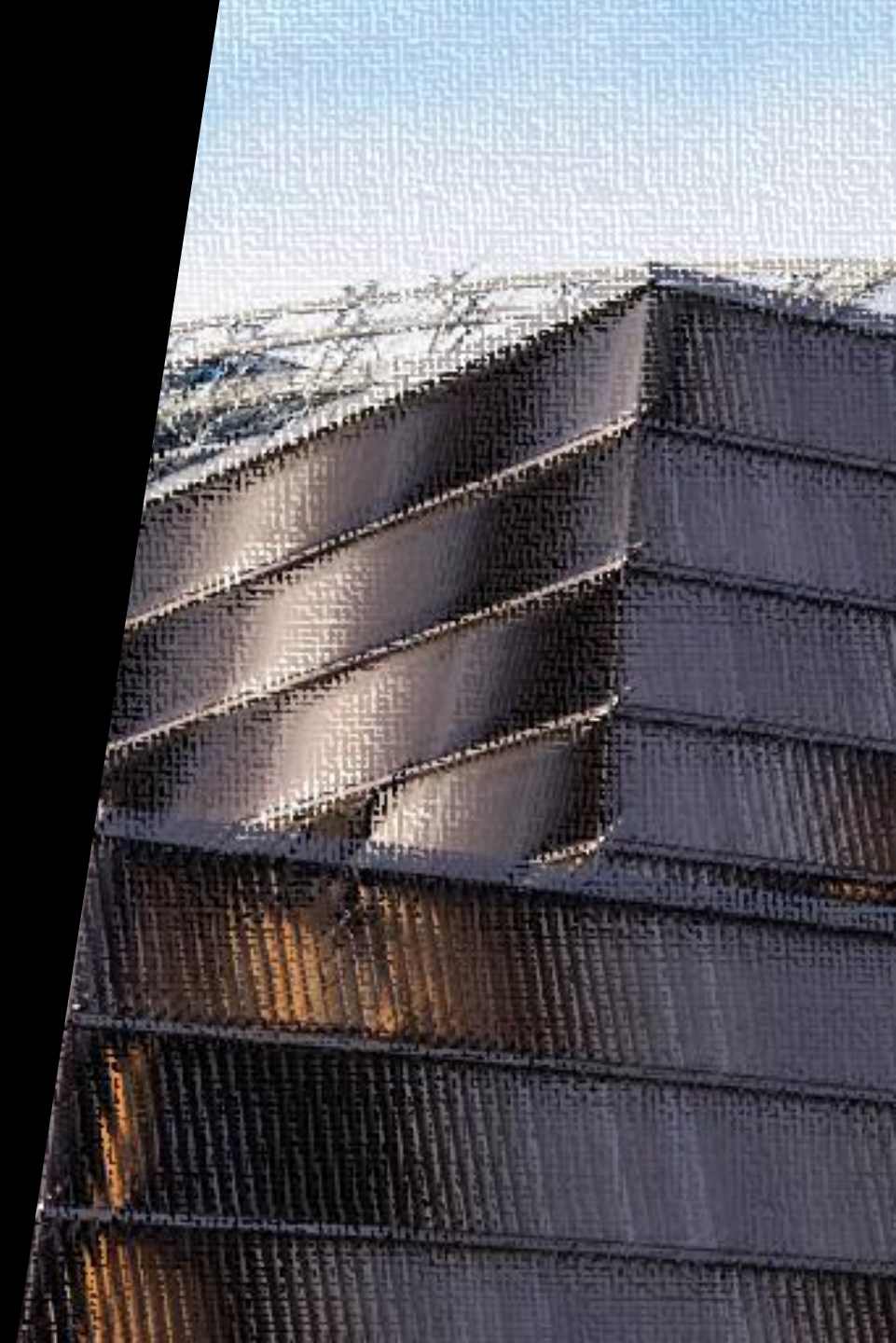
- Type of instrument: equity or debt
- Time of entry: early-stage or late-stage

Sector-based assets are defined by the underlying asset. These asset classes involve tangible, fixed assets which generate cash flows for the investor. Key asset classes that fall into this category are Infrastructure and Real Estate.

Increasingly, we are seeing funds combine product and sector expertise in their investments, developing deep domain knowledge throughout deal sourcing, analysis and value creation.



ASSET CLASSES





PRIVATE EQUITY

Private Equity invests in private companies – ranging from early-stage businesses to mature enterprises

Purpose

Asset Classes

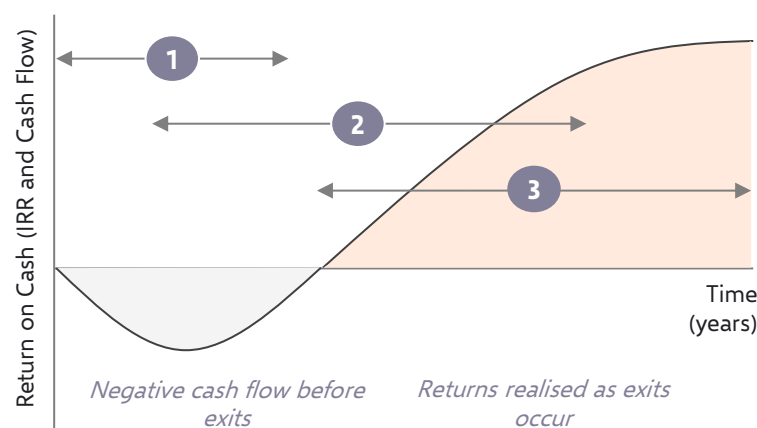
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Private Equity is capital that goes into buying shares of privately-held companies. Unlike public companies, these businesses aren't bound by short-term market expectations and have the flexibility to pursue long term strategies without the pressure of quarterly earnings.

Private equity firms are crucial in supporting these companies - as a critical source of capital to accelerate growth, drive operational improvements, or to restructure. There are three common private equity strategies (bottom right).

Funds typically have three phases – investment period, value creation and harvest period - which can be illustrated via a J-curve chart (right).



- Portfolio Construction**
GP sources and draw committed capital to invest.
- Value Creation Phase**
GP drives improvements to grow company value: early exits may occur.
- Harvest Phase**
GP exits via sales or IPOs, returning capital and profits to LPs.



Buyout

Acquiring a controlling stakes in mature companies typically through secondary share purchases, funded by a mix of debt and equity



Growth Equity

Investing in fast-growing companies with lower debt use. These deals are flexible – ranging from minority to majority stakes.



Venture Capital

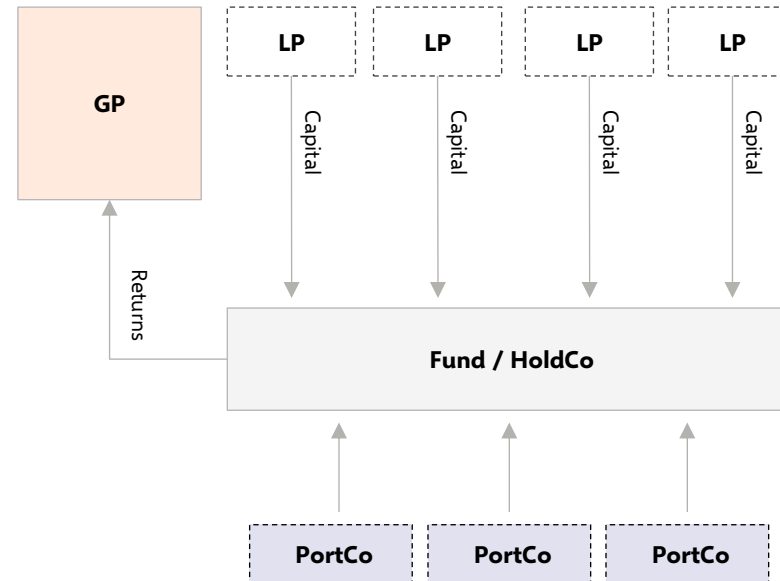
See next section.

The largest private capital asset class, with AUM projected to more than double to US\$12.0 trillion by 2029

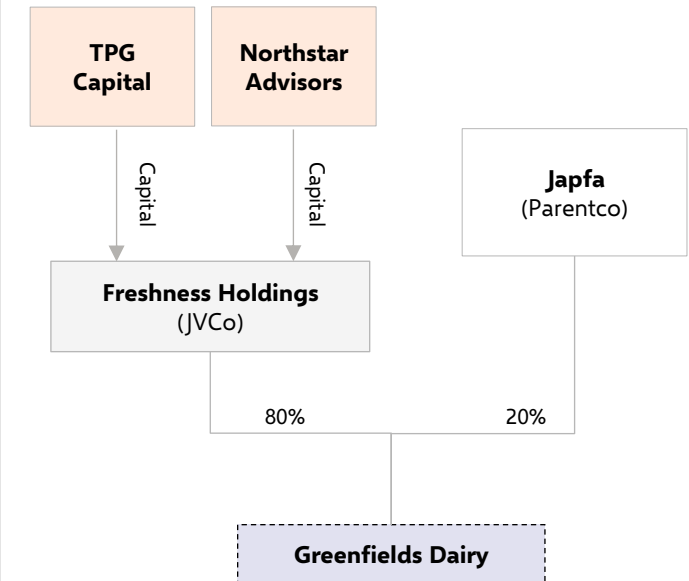
Purpose | Asset Classes | Roles | Afterword

Private Equity managers raise closed-end funds from **Limited Partners** ("LP"), which typically include pension funds, sovereign wealth funds, insurance companies, and other institutional investors. The **General Partners** ("GPs") are the managers responsible for sourcing, executing, managing, and ultimately exiting investments on behalf of their LPs. A portion of these returns

Once capital is raised, GPs deploy it into businesses with the aim of driving operational, strategic, and financial improvements before exiting through a sale or IPO. Fund mandates may be sector-focused, geographic, or opportunistic, depending on the strategy. Unlike sovereign wealth funds or pensions investing directly, private equity funds are bound by defined fund lives (often 8-12 years), creating natural pressure to deliver returns within a set period via disciplined exits.



Typical fund structure for a private-equity firm (Simplified)



Actual: TPG and Northstar's acquisition of an 80% stake in Greenfields Dairy via a special co-investment vehicle

Funds based in Singapore secured nearly half of all US\$16 billion private equity capital raised across Southeast Asia

Purpose | Asset Classes | Roles | Afterword

GLOBAL PRIVATE EQUITY FUNDS



REGIONAL FUNDS



SOVEREIGN WEALTH FUNDS & PENSIONS



Institutional Powerhouses. Global multi-strategy asset managers like Blackstone, KKR, and Carlyle manage various PE funds across buyouts and growth. These firms anchor high-profile deals and offer careers across multiple verticals—including **Investments**, **Investor Relations**, and **Portfolio Management**. Larger platforms also hire in support roles in **Capital Markets**, **ESG**, and **Value Creation** teams.

From Passive to Principal. Primarily LPs, sovereign wealth funds are emerging as active private equity investors. With growing internal teams, SWFs pursue direct investments, co-investments, and strategic partnerships alongside other GPs. Career paths span **Investment**, **Portfolio Management**, and increasingly, **ESG** particularly in long-term thematic sectors.



VENTURE CAPITAL

Venture Capital is a form of private equity financing provided to startups and early-stage companies with high growth potential

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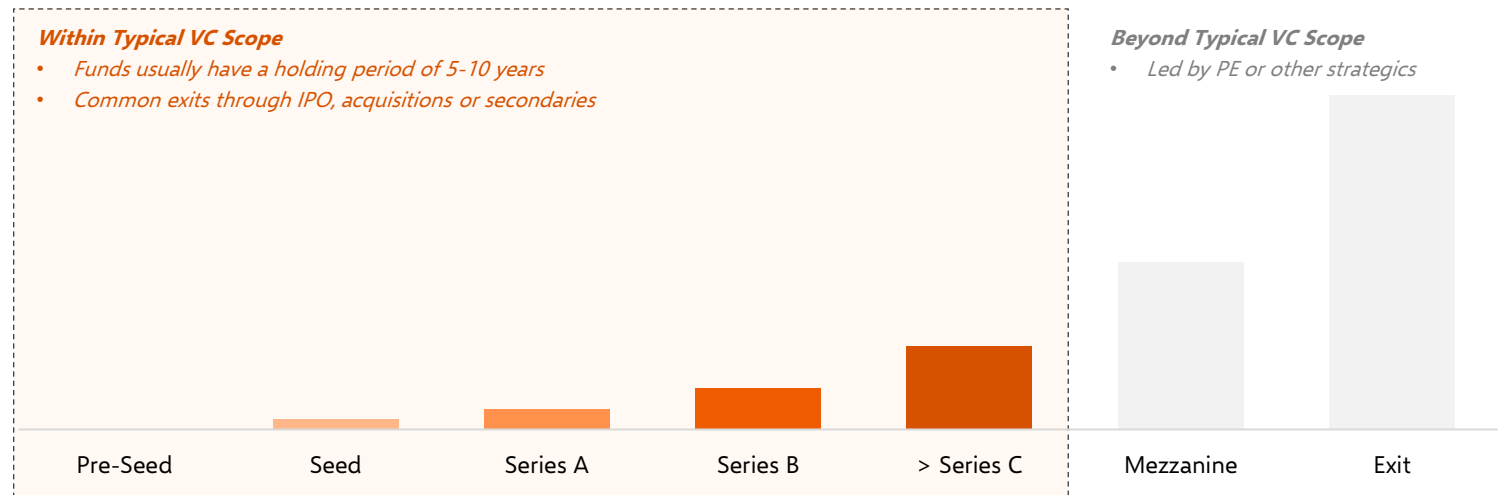
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Venture Capital (VC) is pivotal in enabling startup growth by providing more than just funding. They offer access to capital at stages where traditional debt financing is often unavailable, allowing early-stage companies to scale.

Beyond capital, VCs contribute strategic guidance through mentorship and deep industry knowledge, helping founders navigate key decisions. Their backing brings credibility and visibility, attracting additional investors, top talent, and commercial partners. VCs are also uniquely positioned to take on the risks associated with bold, high-potential ideas that may not fit conventional financing models



VC is deployed in stages, aligned to the startup's maturity and risk profile.

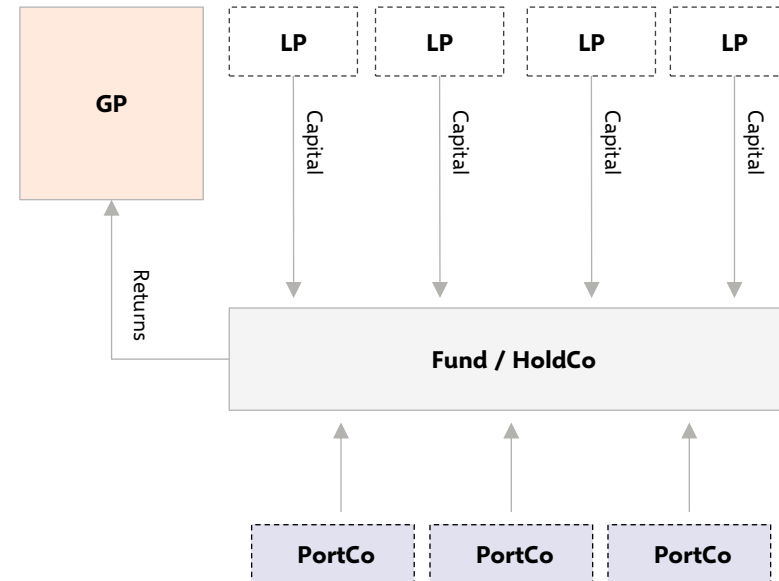


Venture Capital enables startup growth by pairing investor capital with active GP-led fund management

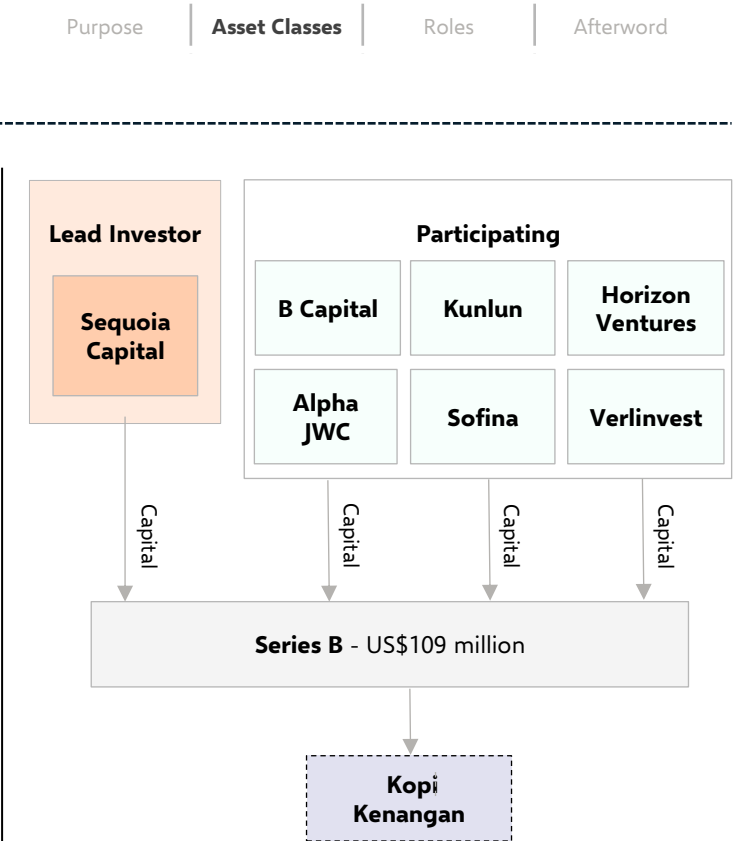
Like Private Equity, the structure of a VC fund involves **Limited Partners** ("LP") and **General Partners** ("GP"). LPs provide capital, while GPs manage the fund and make investment decisions. VC funds are typically structured as closed-end vehicles, with a pre-agreed life cycle and defined exit horizon. Capital is deployed into startups with the aim of achieving outsized returns through acquisitions or IPOs.

The average life cycle of a VC fund spans 7–10 years, reflecting the time needed for startups to mature, scale, and realise value. Compared to traditional PE, VC firms often take minority stakes and support portfolio companies through founder partnerships, strategic guidance, and network access.

Fund strategies may vary by sector focus (e.g. fintech, AI, healthcare), stage focus (seed, early, or growth), and geographic reach, depending on the firm's thesis and platform strength.



Typical Venture Capital fund structure transaction (Simplified)



Actual: Sequoia led Kopi Kenangan's US\$109M Series B, joined by B Capital, Verlinvest, Sofina, and others to fund expansion and new product launches.

Venture Capital represents over US\$3.1 trillion globally, with APAC account for more than half at US\$1.6 trillion

GLOBAL VC FIRMS



SOUTHEAST ASIA-BASED VC FIRMS



For illustrative purposes only. List is a sample of venture capital firms and is non exhaustive
Source: Preqin, Company Press Releases, Company Website, LinkedIn

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Global allocators of innovations capital. Leading VC firms like Sequoia, Accel, and Andreessen Horowitz provide capital from seed to pre-IPO and are known for backing iconic startups. Career opportunities are concentrated in **Investments**, **Investor Relations** and limited **Portfolio Support** teams that help startups scale.

Regional specialists with proximity advantage. SEA-based funds such as Insignia, Monk's Hill, and East Ventures focus on early-stage rounds—typically from pre-seed to Series A. These leaner platforms offer broad exposure across **Investments**, **Investor Relations**, and **Portfolio Management**, with earlier responsibility and hands-on involvement in day-to-day decision-making.

Thematic and stage-specific focus. Both global and regional VCs often specialise by stage or sector—such as fintech, AI, or climate tech. Roles are most common in **Investments**, though some firms also hire for **Investor Relations** or platform teams that support founders' post-investment. Coverage may range from early-stage conviction bets to late-stage crossover strategies.



PRIVATE CREDIT

Private Credit has evolved into a mainstream alternative investment, with strong momentum in direct lending and opportunistic strategies

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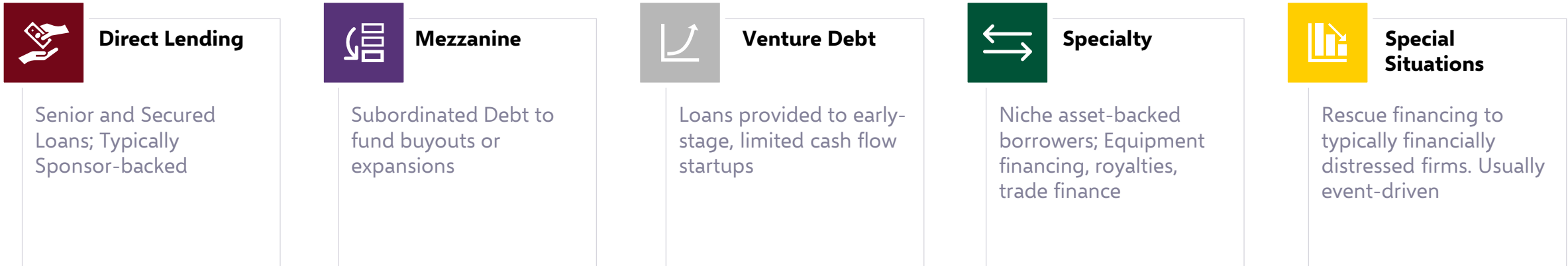
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Private Credit provides non-bank lending to corporates in private markets, offering higher yields with tailored, illiquid financing. Amid tighter bank lending conditions, corporates have turned to private credit for its speed in capital deployment and flexibility in loan covenants.

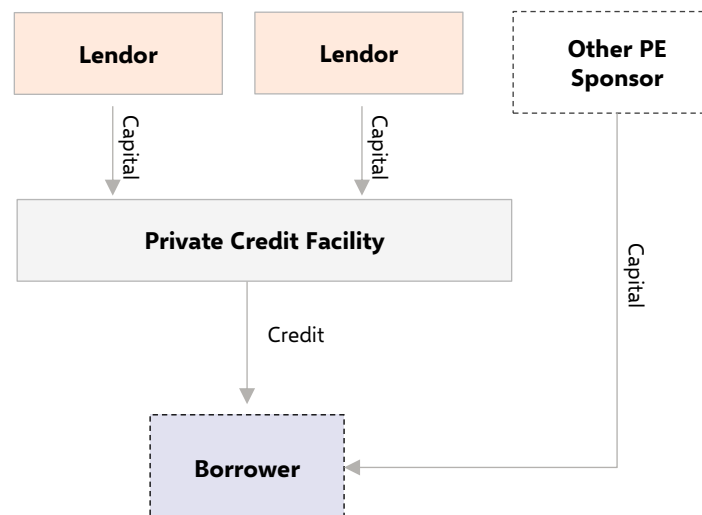
Private Credit can be broadly classified across these **5** segments:



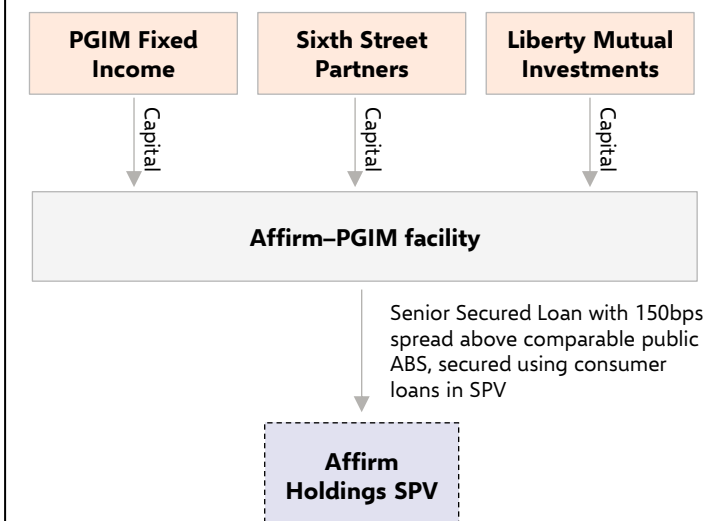
Private Credit is typically structured as customized loans—featuring tailored terms, covenants and rates to meet facility targeted returns

Private Credit managers (the GPs) raise their funds from LPs akin to Private Equity GPs. Once funds are raised, GPs extend loans directly to companies — often private companies (“Obligor”) and backed by private equity sponsors that are otherwise unable to secure bank financing. These companies may seek private credit for growth, acquisitions or refinancing needs, and the loan extended can be tailored depending on the need.

Unlike traditional banks, private credit funds typically hold these loans longer term, actively monitoring credit risk throughout the investment life. Returns are generated primarily through interest payments and fees, with capital repaid at maturity or upon an exit event.



Credit Facility to a sponsor-backed borrower structure (Simplified)



Actual: Affirm & PGIM Fixed Income – \$500 million Consumer Loan Facility (Simplified)

Private Credit expanded to approximately US\$1.5 trillion by 2024 and is estimated to soar to US\$2.6 trillion by 2029

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SOUTH-EAST ASIA FOCUSED PRIVATE CREDIT FUNDS

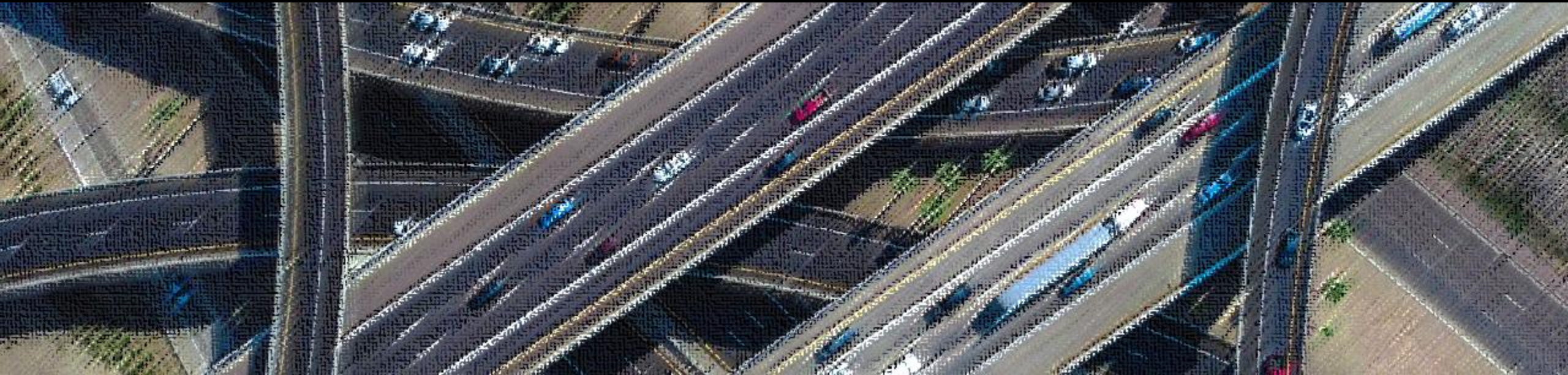


Regional expertise to deliver steady returns. Geographic focus allows these firms access to proprietary deal flow, better underwriting and deal structuring with deep local market knowledge, while having higher risk tolerance compared to traditional risk-averse asset managers. Private Credit strategies are more specific and streamlined in these firms. (Genesis Alternative Ventures: Venture Debt; Helicap: Asset-Based Direct Lending).

GLOBAL PRIVATE CREDIT FUNDS



Robust AUM supports capital deployment flexibility. These large global firms are often multi-asset investment managers with a deep capital pool to provide a mix of private credit strategies to maximise returns. Career opportunities are concentrated in **Investments** and **Investor Relations**.



INFRASTRUCTURE

Private Infrastructure AUM is poised to surpass US\$3 trillion by 2035, driven by growing digital connectivity and energy transition

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Infrastructure consists of physical real assets and facilities that underpin economic and social activity, generating stable, inflation-linked cash flows. Assets can be broadly classified into 5 themes. Infrastructure investments typically pursue two strategies: Brownfield – acquiring operational assets with proven cash flows and limited upfront capex needs ; Greenfield – Developing new infrastructure assets from ground up, offering investors higher return potential with greater construction risk.



Transportation

Airports
Seaports
Toll-ways
Tunnels
Railways



Digital

Data Centres
Telecom towers
Fiber networks



Utilities

Water treatment
Distribution grids
Recycling facilities
Waste Management



Energy

Power plants
Solar farms
Battery storage
Hydropower dams



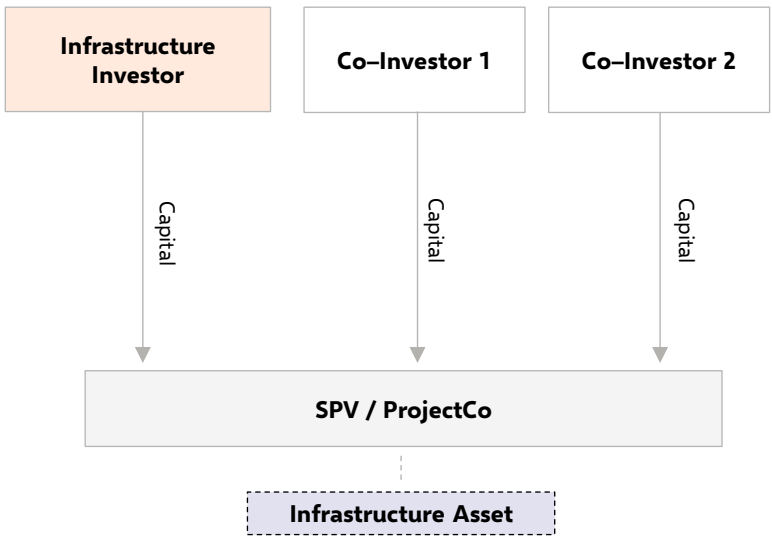
Social

Schools
Hospitals
Stadiums
Civic buildings

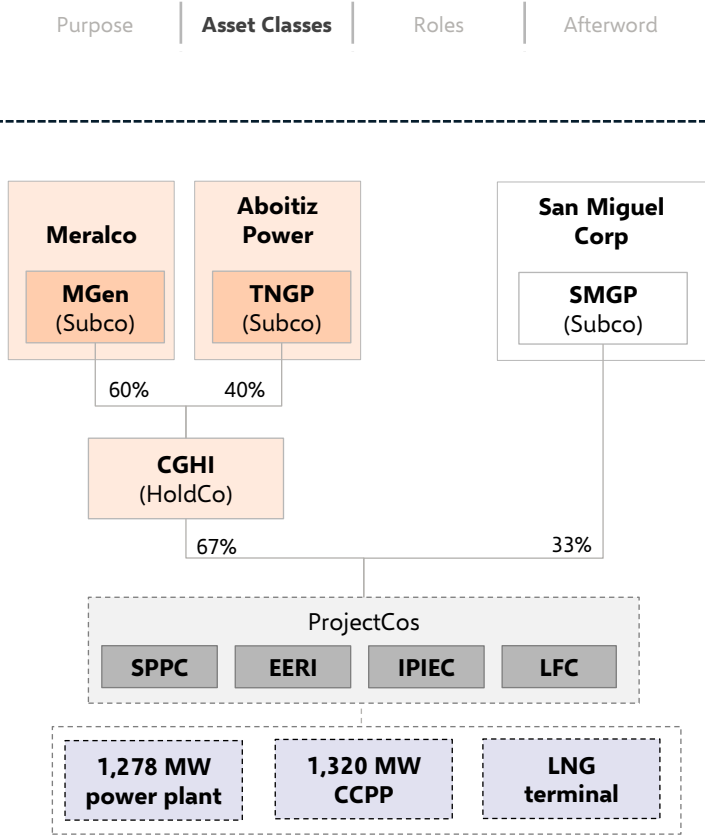
Contractual assets with predictable cash-flows draw institutional and sovereign investors

Infrastructure funds like traditional private equity funds, raise private capital from LPs, institutional investors. Following the fundraise, infrastructure GPs deploy capital in various assets — depending on the fund’s mandate theme, geography or agnostic.

Conversely, LPs may directly invest in infrastructure assets without raising funds itself, particularly amongst institutional investments including **sovereign wealth funds and pensions**. Sovereign investors naturally align with infrastructure investments due to the asset’s long-duration, stable and inflation-linked cash flows, allowing them a longer-term view without exit pressure as experienced in closed-end funds in traditional private equity managers. A typical infrastructure investment will be structured as such on the right.



Typical infrastructure investment structure by an institutional investor (Simplified)



Actual: MeralCo and Aboitiz Power’s USD 3.3 billion investment in 2 power plants and an LNG terminal in the Philippines

For illustrative purposes only.
MGen: Meralco Power Gen, TNGP: Therma NatGas Power, SMGP: San Miguel Global Power, CGHI: Chromite Gas Holdings, SPPC: South Premiere Power Corp, EERI: Excellent Energy Resources Inc, IPIEC: Illijan Primeline Industrial Estate Corp, LFC: Linseed Field Corp
Sources: MergerMarket, Inframation, Brookfield Oaktree, First Pacific Holdings, Meralco

Infrastructure development in adjacent emerging Southeast Asian markets to bolster career opportunities in Singapore

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INFRASTRUCTURE PRIVATE EQUITY



SOVEREIGN WEALTH FUNDS & PENSIONS



INFRASTRUCTURE OPERATORS



Institutional powerhouses. Dedicated infrastructure PEs may specialise solely in particular infrastructure themes — CIP in energy, DigitalBridge in data centres and towers. Traditional PEs typically raise closed-end funds with infrastructure mandates to capture opportunities in the space. Roles to support the deal lifecycle include **Investor-Relations**, **Investment** and **Portfolio Management**.

Capital with patience. As stewards of national and retirement wealth, SWFs and pension funds have emerged as major infrastructure investors drawn by its resilient, inflation-linked return. Funds typically have dedicated infrastructure teams, with roles including **Investment**, **Portfolio Management** and ESG.

A road less travelled. Companies engaged in operating and developing infrastructure – energy, transport, digital etc. Buyside roles in infrastructure operators and platforms are plentiful, including **Investment**, **Acquisition** and **Development**, **Capital Raising**, **Asset Management** but are solely specialised to its domain..



REAL ESTATE

Private Real Estate strategies represent over US\$1.1 trillion or 9% of global private markets AUM

Real Estate consists of physical real assets supporting direct human habitation and activity. Real Estate Private Equity (REPE) involves PEs investing in real estate assets, through acquiring, developing and improving the properties. REPE investment opportunities are categorised by their risk-return profiles as seen in the chart on the right.

Core deals entail income-generating properties in prime locations with minimal risk and consistent, long-term cash flow. **Core-Plus** opportunities involve slightly riskier assets, often requiring light renovations or management improvements. **Value-Add** strategies focus on acquiring underperforming properties and significantly improving them via re-tenanting to boost net operating income and increase value. **Opportunistic** deals are the highest risk, involving distressed properties, ground-up developments, or major redevelopments, aiming for substantial capital appreciation upon successful completion.

	Public Markets		Private Markets		
	Listed REITs	Core	Core-Plus	Value-Add	Opportunistic
Liquidity	Lower Higher				
Asset Profile	Shares in publicly traded REITs	High-quality assets in prime locations, fully leased to blue-chip tenants on long contracts	High-quality assets with mild inefficiencies in vacancy, lease rollover	Renovation projects and assets with transformation potential	Ground-up developments on new sites, redevelopment of Properties
Expected Returns	Dividend-yielding	7-10%	8-12%	10-15%	>20%
Examples	Capitaland Ascendas REIT, Digital Core REIT, Parkway Life REIT	Grade-A office towers in hubs, big-box retail stores with anchor tenants	Business parks in satellite towns, apartment complex in suburban area	Industrial warehouses with operational gaps	Turnaround of distressed hotel in recovering market

For illustrative purposes only

Sources: IPMorgan Asset Management, Gatsby Investments, UBS

Macro trends in aging demographics and digitalization to deliver an upswell in niche Private Real Estate Investments

Purpose

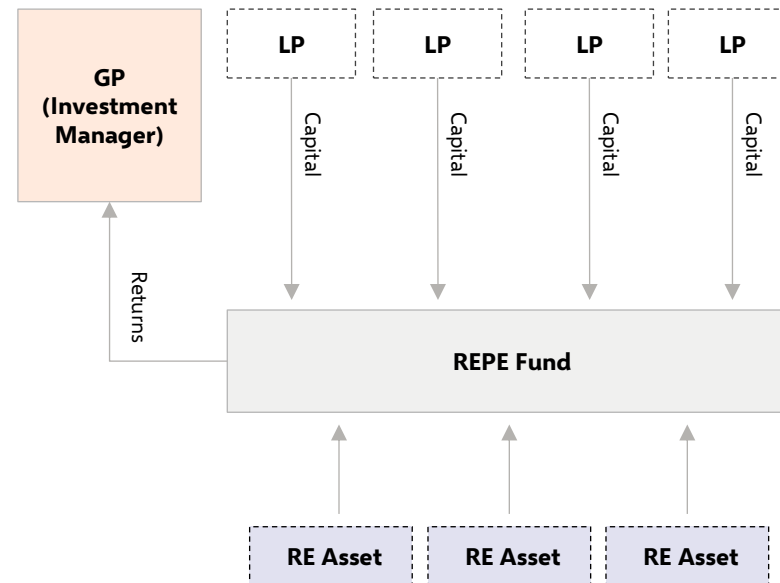
Asset Classes

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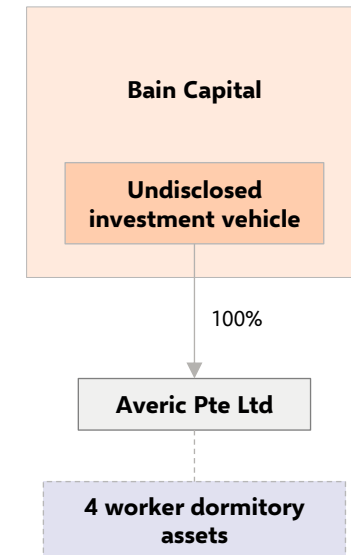
Afterword

REPE funds, akin to infrastructure funds, raise capital from LPs. These funds can operate under a closed-end structure, with a finite lifespan, during which capital is deployed, value is created, and assets are ultimately exited for a return. Like infrastructure investing, other institutional investors aside from traditional private equity managers, such as family offices, sovereign wealth funds can dabble in investments in various real estate assets directly.

REPE investments may target a **range of asset classes**, including commercial, retail, industrial, and hospitality. A typical REPE investment will involve sourcing assets, underwriting financial and operational performance, employing leverage, executing a business plan, and exiting through a sale or recapitalization.



Typical closed-end REPE fund structure for a private-equity firm (Simplified)



Actual: Bain Capital's USD 556m purchase of Avery Lodge, a Singapore-based worker dormitory operator from Blackstone

Private Real Estate strategies represent over US\$1.1 trillion or 9% of global private markets AUM

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PRIVATE REAL ESTATE FUNDS



REAL ESTATE DEVELOPERS



Institutional powerhouses. Most traditional PEs have raised funds with real-estate strategies, signalling the growing appeal. These players deploy capital to acquire existing real-estate assets supporting various industries from developers or other PE owners. Roles to support the deal lifecycle include **Investments, Portfolio Management** and **Investor Relations**.

Laying bricks with buy-side capital. Developers amass capital and typically develop and operate their own real estate portfolios. Fewer investment roles since business focus is on developing than acquiring. Other roles include **Asset/Fund Management, Capital Transactions** and **Leasing**.

ROLES





INVESTMENTS

Investment professionals spearhead the investment process by sourcing and executing deals to deliver returns to their funds

Investment professionals are responsible for executing the deals that align with the fund’s mandate. They drive the commercial, operational, and financial assessment of potential investments. But beyond the glamour of building financial models and crafting investment memorandums for live projects, the job involves coordinating due diligence with external advisors and overseeing the progress of the entire transaction process. Aside from deal execution, investment teams in some funds actively monitor portfolio performance, support strategic initiatives, and help plan exits. The role demands analytical rigor (typically hiring ex-bankers or consultants) commercial judgment, and close collaboration with senior leadership.

Stage	Fundraising	Deploying	Portfolio Managing	Exits
Role Involved	Investor Relations	Investments	Portfolio Managers	Investments External Advisors
Jobscope And Common Platforms	Provides supporting material to IR for pitching, including past transactions and portfolio company examples	- Develop ideas for investments - Structure and execute the transaction - Create marketing material including memorandums for Investment Committee - Runs due diligence and builds model to value of target company 	May participate in portfolio company’s strategic decisions as board members	- Leads exit process and strategy - Develop list of potential buyers - Manages data room, coordinates with advisors and negotiates sale terms (May engage an Investment Bank to run the process) 

For illustrative purposes only.

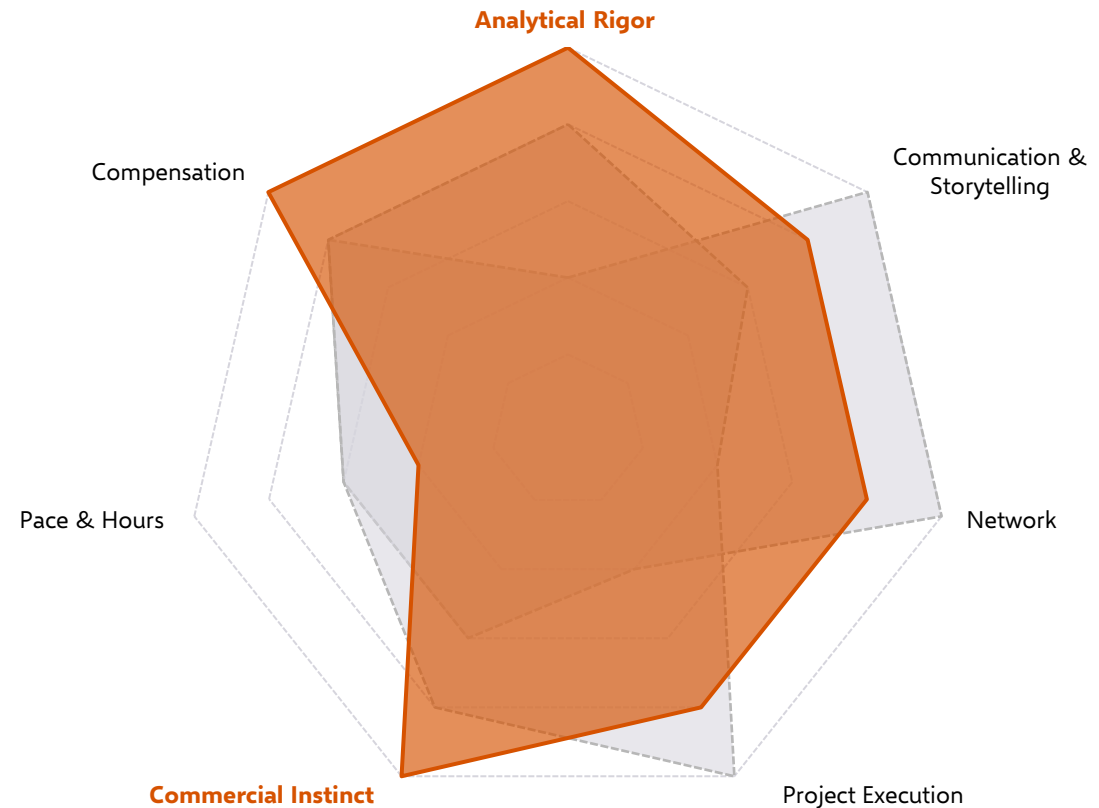
Front-row seat in dealmaking accrues unmatched investment acumen and commercial astuteness

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Investment professionals hone immense analytical skills through rigorous financial modelling, research work, and commercial due diligence. Communication is developed through drafting memos and pitching investment theses internally. While less client-facing, the role still involves coordinating with banks, advisors, and management teams.

Operational exposure varies — more prominent in control deals or infrastructure. Over time, strong commercial instincts are formed through repeated pattern recognition.

The role demands long hours, driven by deal timelines and internal expectations. Compensation is typically the highest among buy-side functions, reflecting both intensity and performance-linked upside.



Crafting decks, model updates, researching the market and vitamins in that order ...

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09:00	Arrive at the office, check the Outlook and reply emails from the previous day, scan news and sector updates on companies in the investment pipeline
10:30	IC meeting : Pre-read internal IC memorandum before presenting it to your supervisors and the committee
12:00	Meeting ends, set reminders for tasks to be done post-lunch; Head to lunch
13:00	Review meeting notes to have it sent to the team. Do some research on digital payments infrastructure and competitive landscape
15:00	Attend a due diligence call with the management team of the prospect target digital payments company
16:00	Clean up the meeting notes to have it sent to your team again. Make updates to the transaction update deck
18:00	Revisit the target's financial model to revise growth rates based on new market findings
18:30	Deal team huddle: Regroup with the team to align on next steps regarding timeline for delivering IC, pushing stakeholders
19:00	Update CRM to reflect pipeline changes and the week's other calls for other opportunities
21:00	Save changes, reply to last emails and head home

For illustrative purposes only.

Firms are increasingly directly recruiting fresh graduates straight out of school in investment roles

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Role				Managing Director / Partner
			Principal / Director	
		Vice President		
	Analyst/ Associate			
Years of Experience	0-4 years	3-6 years	6-9 years	10+ years
Job-scope	- Creating marketing materials and financial models - Conduct desk research on live projects and potential investment opportunities - Assist in due diligence process through data gathering and analysis	- Drive deal process, oversee coordination of project deliverables - Day-to-day contact for prospective and existing clients, portfolio companies and advisors	- Lead negotiations with target companies, provide strategic insight to portfolio companies - Manage deal team, interface with senior leadership and other MDs and partners	- Set strategic direction of firm/fund, identify new business markets - Cultivate relationships with anchor LPs and external advisors
Annual Salary	100K – 180K	200K – 280K	300 – 350K	350K+
Bonus	50 – 100%	60 – 125%	60 – 125%	60 – 125%

For illustrative purposes only.
Sources: Selby Jennings Salary Report 2023



INVESTOR RELATIONS

Investor Relations professionals play a pivotal role in building the firm’s investor base to raise capital

Investor Relations (“IR”) professionals serve as the face of their GP and managers, acting as the bridge between the funds and the LPs. They manage capital-raising efforts and ongoing investor communications. Work in investor relations spans from preparing pitch materials, coordinating due diligence from prospective investors, and organizing roadshows or one-on-one LP meetings during fundraises. Beyond fundraising, IR teams handle regular reporting cycles, produce market and portfolio updates, and respond to investor queries. Crucially, a distinction must be made between investor relations professionals in private market funds and investor relations professionals for listed companies, who work on communicating corporate earnings to public shareholders.

Stage	Fundraising	Deploying	Portfolio Managing	Exits
Role Involved	Investor Relations	Investments	Portfolio Managers	Investments External Advisors
Jobscope	- Oversees fundraising strategy and process - Runs LP roadshows, engages in Business Development to expand investor base - Handles LP onboarding and queries - Prepares firm’s marketing material for new funds PREQIN  affinity     		Provide fund performance updates and reports to LPs	Communicates exit rationale and strategy to LPs

For illustrative purposes only.

Opportunities beget opportunities in building networks for when fundraising and winning LPs over

Purpose

Asset Classes

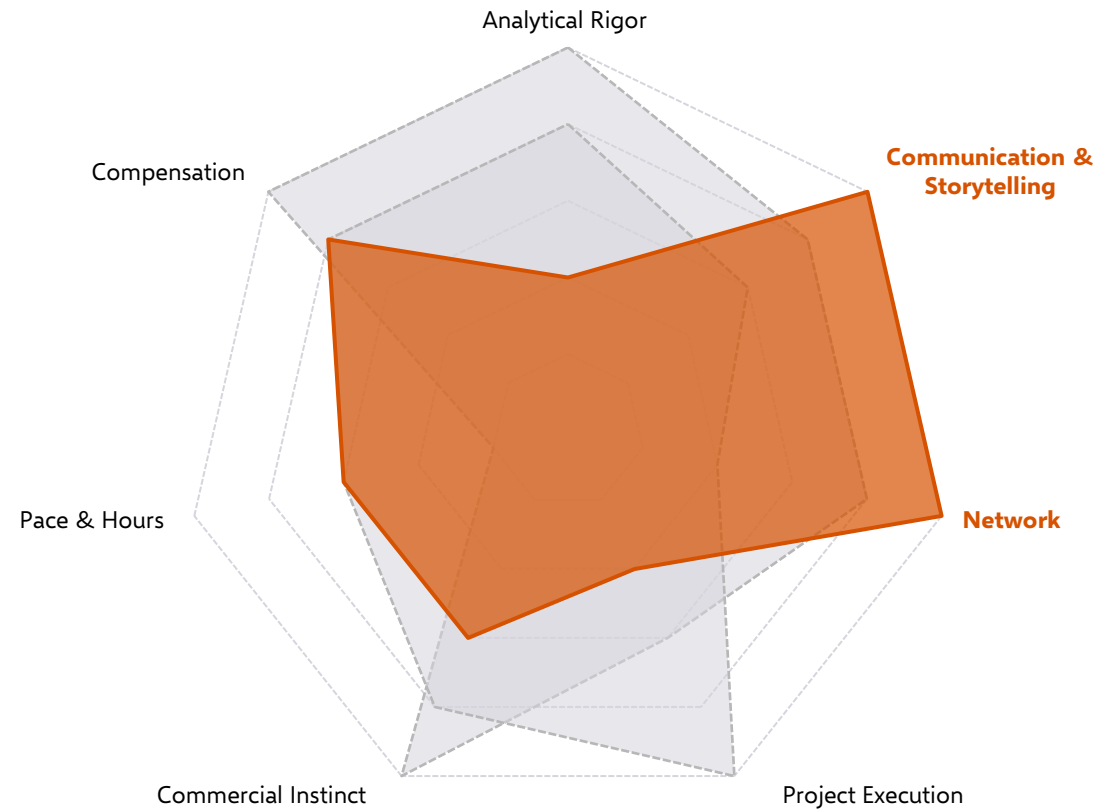
Roles

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Investor Relations professionals become exceptional communicators — translating performance into narrative for LPs, drafting updates, and managing pitch materials. The role sharpens relationship management skills through constant LP interaction and trust-building.

While technical depth is lighter, a strong grasp of fund performance and market positioning is still required. Commercial awareness is developed by understanding how institutional investors evaluate GPs. Operational work revolves around coordinating fundraising logistics, diligence, and roadshows.

Hours are busy around fundraises but are generally more predictable. Compensation is strong and rises meaningfully with seniority, especially for those who drive capital inflows.



Emails, meeting potential investors, attending events in that order ...

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09:00

Arrive at the office, check the Outlook and reply emails from the previous day, scan news sources.

10:30

Accompany the IR Director to an in-person meeting with an institutional investor that owns 20% stake in one of your funds

12:00

Head to lunch

13:00

Review interim financial statements and fund results. Update the standard quarterly presentation deck to include the new figures

15:00

Join a conference call with the team to pitch the company to a pension fund interesting a deploying capital. Note down meeting notes and questions during the meeting

16:00

Clean up the meeting notes to have it sent to your team. Address comments from Director on the fund's update deck

17:30

Continue to make fixes to the fund's update. Look through investor pipeline list.

18:30

Respond to earlier emails missed in the day, say bye to your colleagues in investments and head home.

For illustrative purposes only.

As fundraising efforts in Southeast Asia intensify, there is a surge in demand for experienced professionals

Purpose

Asset Classes

Roles

Afterword

Role			Managing Director / Head of IR
		Vice President / IR Manager	
	Analyst / Associate		
Years of Experience	0-4 years	3-8 years	10+ years
Job-scope	▪ Executing marketing materials, reports and investor updates ▪ Maintain CRM and investor list, databases ▪ Assist in organizing AGMs, roadshows and events ▪ Support fundraising diligence processes (DDQs)	▪ Drive communications between investment and IR teams ▪ Oversee coordination of marketing and due diligence materials, reports and deliverables ▪ Day-to-day contact for prospective and existing LPs	▪ Set fundraising and long-term capital formation strategy ▪ Cultivate relationships with anchor LPs and strategic partners ▪ Manage IR team, interface with senior leadership and other MDs and partners
Annual Salary	60K – 100K	120K – 200K	220K+
Bonus	20 – 50%	30 – 75%	50 – 100%

For illustrative purposes only.

Sources: Selby Jennings Salary Report 2023



PORTFOLIO / FUND MANAGEMENT

Portfolio Management professionals oversee portfolio assets in the post-investment stage

Portfolio Management ("PM") professionals focus on maximising value after the deal is done. In private markets, PMs work closely with portfolio company leadership to drive strategy, monitor performance, and support transformation. This role is central to delivering fund returns through hands-on engagement—not passive oversight. Responsibilities include tracking asset allocation of the fund, building dashboards, and overseeing execution of operational initiatives such as cost reduction, margin expansion, and market growth. PMs often collaborate with operating partners and may sit on company boards, providing strategic input and commercial guidance. In contrast to public equity roles, these professionals are deeply embedded in business operations.

Stage	Fundraising	Deploying	Portfolio Managing	Exits
Role Involved	Investor Relations	Investments	Portfolio Management	Investments External Advisors
Jobscope			- Support portfolio company or asset day-to-day operations - Track fund performance and KPIs, builds return dashboards - Oversee overall fund allocation together with investments team  <i>P, A, X, #, A</i>	Prepares portfolio companies or assets for exit

For illustrative purposes only.

Driving value creation through hands-on oversight, performance tracking of the portfolio

Purpose

Asset Classes

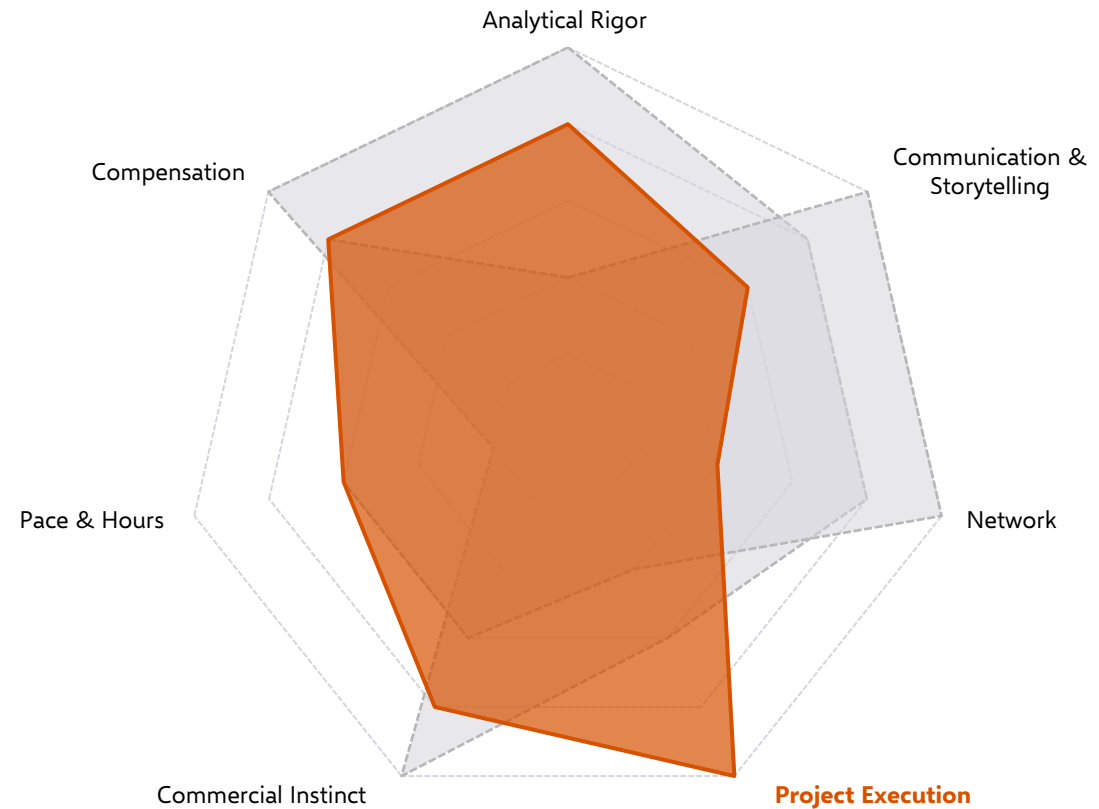
Roles

Afterword

Portfolio or fund management professionals sharpen execution skills by actively managing businesses, assets, or fund operations post-investment. Analytical development focuses on tracking KPIs, performance trends, and deciphering operational data.

Communication is honed through board updates and internal reporting. Relationship-building is centered on working with founders and operators, CFOs, or JV partners. Commercial instincts are developed by seeing how strategic decisions play out in real time.

The role offers a more stable work pace, with fewer time-sensitive peaks. Compensation is competitive, particularly in real assets, with consistent growth tied to asset performance and AUM scale.



Oversee portfolio company activity, prepare portfolio insights for investors in that order ...

Purpose

Asset Classes

Roles

Afterword

09:00	Arrive at the office, check the Outlook and review performance dashboards on portcos. Scan market news to flag any material impacts on portfolio exposure
10:30	Hold a touchpoint meeting with a portfolio company's CFO and management to discuss operational KPIs, recent management hires and outstanding updates
12:00	Head to lunch
13:00	Review inbound memorandum from a prospective add-on acquisition target for one of the platforms. Prepare a quick summary for line manager, highlighting strategic fits.
15:00	Join a quarterly investor reporter meeting with finance team – finalise return calculations, review compliance items.
16:00	Clean up the slides for upcoming LP update webinar. Work with IR team on updated figures for fund returns and any other updates.
17:30	Continue to make fixes to the fund's update. Look through investor pipeline list.
18:30	Respond to earlier emails missed in the day, say bye to your colleagues in investments and head home.

For illustrative purposes only.

Skills accrued in private asset management are highly transferrable to other domains across finance

Purpose

Asset Classes

Roles

Afterword

Role			Managing Director
		Vice President	
	Analyst / Associate		
Years of Experience	0-4 years	3-8 years	10+ years
Job-scope	- Prepare portfolio monitoring reports, track KPIs for portfolio companies and assets - Assist in data collection for fund metrics (NAV, returns) and compliance checks - Prepare marketing material for summary packs for committee meetings	- Lead quarterly and ad hoc portfolio reviews and implement value-creation plans - Coordinate with portfolio boards and monitor operational improvement projects, track deliverables and report progress	- Set long-term portfolio strategy and risk management priorities for overall fund/platform - Cultivate relationships with banks, advisors (legal, technical) to originate exit opportunities for portfolio companies - Sit in portfolio companies/assets' board
Annual Salary	60K – 130K	130K – 200K	250K+
Bonus	20 – 50%	30 – 75%	50 – 100%

For illustrative purposes only.

Sources: Selby Jennings Salary Report 2023

Author Background

NUSPEC is the university's only student-led body dedicated to the private markets

[Purpose](#)[Asset Classes](#)[Roles](#)[Afterword](#)

ABOUT NUSPEC

The NUS Private Equity Club (NUSPEC) is the university's first and only student organisation dedicated exclusively to private equity. We equip undergraduates with knowledge, networks, and practical skills through high-impact speaker series and focused teach-ins. Leveraging close industry ties, the club provides members with unique mentorship and placement opportunities at leading firms.

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