

UTRECHT | FULL TIME

Apply now for

# CLIENT RELATIONS & CAPITAL RAISING MANAGER (VP) / (SENIOR) ASSOCIATE

and step into an impactful role within our team!

## Role overview

- We are seeking a dynamic, entrepreneurial, and commercially minded **Capital Raising Manager (VP) / (Senior) Associate** to join our Capital Formation team, based in Utrecht. This mid-level role offers a unique opportunity to take ownership of key fundraising initiatives across the EMEA region, working closely with the Head of Capital Formation on both strategic and tactical fronts.
- You will play an integral role in driving capital raising efforts and shaping innovative investment propositions informed by investor feedback, market trends, and iterative testing. From developing compelling pitch materials to refining product strategies, your insights and initiative will directly contribute to expanding our investor base and strengthening our market positioning.
- We are looking for a self-starter who thrives in a fast-paced, entrepreneurial environment—someone who brings a resourceful, solutions-oriented mindset, navigates ambiguity with confidence, and takes initiative without waiting for direction. You should be comfortable engaging with institutional investors, understanding their evolving allocation needs, and translating those insights into actionable strategies.
- Experience in alternative investments or investment banking is highly valued, particularly in crafting persuasive business cases and investor materials related to real assets – spanning both traditional and operational models, from Core/ Core+ to Value-Add strategies.

## Why Primevest & Holland Immo Group?

Our shared vision is to empower financial futures, enriching our living world. Join us in delivering innovative Real Asset investment solutions that shape the cities of tomorrow and create sustainable financial value for both institutional and private investors. Primevest Capital Partners focuses on institutional investors and is Europe's leading investment manager in Parking & Mobility, Residential, and Communication Infrastructure (CIF). Holland Immo Group serves private investors and ranks among the top-3 Dutch real estate investment managers, specializing in Parking & Mobility, Senior & Care Living and Urban Living.

## Why join us?

A dynamic, collaborative, and entrepreneurial culture where your contributions will be visible and valued. You'll gain exposure to high-quality institutional investors, innovative real asset strategies, and a growing investment platform aligned with future megatrends. We offer a competitive compensation and benefits package, along with meaningful opportunities for long-term growth and development. Primevest values diversity and inclusion and encourages candidates from all backgrounds to apply.







## Key responsibilities

**Support and drive fundraising efforts across** the EMEA region, managing investor outreach and

- engagement with institutional investors, family offices, and wealth managers in close coordination with senior team members.
- Raise capital for existing strategies while contributing actively to the development and market testing of **new investment propositions**.
- Translate investor feedback into actionable insights and collaborate cross-functionally with investment and asset management teams to **translate complex strategies into clear, marketable narratives**.
- Take ownership of **developing institutional-quality pitch materials, investor presentations, and business cases** in partnership with investment teams.
- **Operate independently** to identify new capital opportunities, enhance outreach tactics, and streamline investor engagement processes.
- Maintain CRM system and contribute to a disciplined sales and engagement pipeline.
- Collaborate internally with investment, legal, and operations teams to ensure alignment across the fundraising process.
- Represent the firm at investor meetings, conferences, and industry forums.

## Qualifications

- 4–7 years of experience in **capital raising, business development, or investor relations**, ideally in **real assets, infrastructure, or private markets**.
- Demonstrated success in managing or expanding investor relationships, especially in **EMEA** markets.
- Fluent in **English, Dutch and German would be a plus** (spoken and written).
- Strong knowledge of **alternative investment products in particular operational real estate and infrastructure**, fund structures, and institutional investor expectations.
- Excellent written and verbal communication skills; confident engaging with internal stakeholders and external investors alike.
- Self-motivated and entrepreneurial mindset, with a strong sense of ownership and the ability to **drive work forward autonomously**.
- Well-organized and capable of juggling multiple priorities in a fast-paced but collaborative environment
- Academic bachelor's degree in finance, business, or economics; CFA, CAIA, or MBA preferred.
- Experience using CRM and project management tools.

## Enthusiastic about this opportunity?

Please send your motivation and your CV to [babette.hendrikse@primevestcp.com](mailto:babette.hendrikse@primevestcp.com) If you have any other questions regarding the job please contact: **Frank Noé, Head of Capital Formation & Sustainability (ESG)**, [frank.noe@primevestcp.com](mailto:frank.noe@primevestcp.com) / +49 (0)172 296 8186

## What's next...

1. After you apply, you will receive a confirmation e-mail.
2. Within 5 working days we will respond.
3. If we believe there's a match, you'll be invited for one or more interviews.
4. When we are both enthusiastic, we send you a job proposal.
5. After signing, you'll get a warm welcome from our international team!

## More about us

Primevest is a pan-European fully independent investment management partner, specialized in robust and innovative investment strategies in real assets. Our extensive network and profound expertise span across various domains, including parking & mobility, communication infrastructure and (health care) residential

We believe that investing in mobility, connectivity and urban living prepares cities for the future, while empowering our clients to build a sustainable financial future for themselves and next generations.

Through two investment labels, 'Primevest Capital Partners' and 'Holland Immo Group' we are able to service institutional mandate as well as private clients and family offices.

Currently, we manage over € 3 billion in assets spread across a high-performing investment portfolio consisting of 31 active funds.

## Our activities at a glance

- Europe's leading car park investment manager
- First mover in Communication and Infrastructure
- Proven track record in the (health care) residential sector

## Facts & figures

- Active in 12 European countries
- € 3.3 billion AuM
- 31 active funds
- 3 offices in Utrecht, Eindhoven and Berlin
- International team of 65 professionals

Investing in the future of our cities