

Director – Investor Partnerships

Bermuda

Calidris Investment Partners (Calidris) is an investment advisory firm based in Bermuda and focused on executing strategic capital partnership transactions within the property and casualty (P&C) re/insurance sector. The firm is led by Daniel Miller and Philippe Trahan, two highly experienced investors in the re/insurance sector and backed by RedBird Capital Partners (RedBird), a private investment firm that builds high-growth companies and provides strategic capital solutions to founders and entrepreneurs.

As a start-up, we are looking for dynamic individuals to help scale our team.

Role Description

Calidris is expected to grow assets under management meaningfully over the next few years and is building a team to support its growth ambitions. The successful candidate will be an early-stage joiner to the management team, who will focus on building out Calidris' relationships with investors as well as 3rd party asset managers who Calidris engages on its capital partnership transactions.

The role will be based in Bermuda and as such the successful applicant will have a legal right to reside and work in Bermuda.

Responsibilities

Capital Formation Strategy & Execution

- Develop and execute a rigorous, end-to-end capital formation process with a focus on priority investor channels and platforms
- Lead opportunity assessments and pitch Calidris investment opportunities to prospective investor partners
- Work closely with the management team to develop investor marketing materials
- Deliver responsive, high-quality service to investors and stakeholders to reinforce Calidris' positioning

Brand Building & Relationship Management

- Build and grow strategic relationships with a curated group of asset managers, institutional investors, and family offices
- Build a high-value network of industry contacts to monitor investor trends and maintain deep relationships that drive repeat commitments and referrals
- Contribute to Calidris external engagements, such as conferences and roadshows, to help position Calidris as a premier partner for investors with an interest in the re/insurance sector

Asset Manager Engagement

- Drive Calidris' engagement with 3rd party asset managers on individual capital partnership transactions with a focus on building strategic relationships with a core group of asset managers
- Contribute to the development and implementation of asset management strategies on Calidris capital partnership transactions

Collaboration & Leadership



- Work closely with the Director of Finance and Operations to project manage capital raising activities, onboard new investors and asset managers and service existing relationships
- Work closely with the Director of Quantitative Strategies to engage with investors on transaction-related discussions
- Work with RedBird and other Calidris partners to activate their networks, leveraging warm introductions to grow Calidris' footprint

Market Intelligence & Feedback

- Stay ahead of industry trends, competitor activity, and regulatory developments affecting investors and asset managers
- Translate investor feedback and market intelligence into actionable insights to guide Calidris' strategy and product development

The duties and responsibilities described herein are not exhaustive and additional assignments, duties, or responsibilities may be required of this position, at Calidris' sole discretion.

Qualifications

The successful candidate will have:

- **Educational Background:** An undergraduate degree in Finance, Economics, or a related business field; professional accreditations such as CFA or CAIA are preferred.
- **Proven Track Record:** 10 to 15 years of experience in capital formation, investor relations, asset management strategy/sales roles, with a track record of securing commitments from sophisticated investors and/or growing AUM.
- **Strategic Relationship Management:** Demonstrated success in originating and nurturing relationships with asset managers, institutional investors and/or family offices.
- **Technical Knowledge:** Strong understanding of fixed income universe; strategic asset allocation principles. Familiarity with the P&C re/insurance markets and insurer investment strategies would be an asset.
- **Pitch & Execution Excellence:** Significant experience in developing and delivering marketing content (e.g. investor decks; due diligence questionnaire responses).
- **Communication Abilities:** Outstanding presentation and persuasion skills, with the ability to translate complex investment strategies into compelling narratives.
- **Project Leadership:** Strong project management and organizational skills, with the ability to coordinate capital raising exercises in a dynamic, fast-paced environment.
- **Entrepreneurial Mindset:** A proactive self-starter with a collaborative team-oriented approach, high integrity, and the drive to help scale a growing investment firm.
- **Ability to Travel:** Flexibility to regularly travel to hold face-to-face meetings in particular with partners in the US, Canada, and Europe.

Applicants

Please apply in confidence to info@calidris.bm by February 6th, 2026.

Calidris is an equal opportunity employer