

Innovation, change, and competition continue to redefine employment in every sector of the economy. The Sierra Group, Inc. distributes our OCCUPATIONAL ALERTS to help keep you informed of occupation changes so that you can leverage the opportunities and mitigate risk.



OCCUPATIONAL ALERT

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Occupation: Private Equity Specialists

Update: Private Equity Specialists are responsible for finding potential investment opportunities for pension funds, insurance companies, banks, endowment funds, and high net-worth individuals. They seek out companies that need this type of private investment to raise capital. They often specialize on deals within a particular sector, where they are well informed about the market, major players, and future trends.

They learn about companies worth investing in by meeting with investment bank analysts, attending industry trade shows/conferences, and through their personal contacts within a given field. Once they have identified and thoroughly researched a potential deal, they make investment recommendations and see the deal through to execution.

According to Brian Korb (Sr. Partner at Glocap, a recruiting firm for financial professionals), the large volume of money pouring into all classes of private equity has created an increased need for these professionals. Given the fact that hedge funds are also competing for the same talent, the shortage of qualified professionals has resulted in increased compensation over the past 3 years (salary is up 16% for Sr. Associates, 18% for VP's and 9% for principals). According to industry research, Sr. Associates just out of business school (with some prior experience) earn from \$289K base to \$375K base +bonus per year in total compensation.

According to the Federal Reserve, the global supply of money (liquidity) has risen by an annual rate of nearly 18% for each of the past four years. This continues to move investors towards safe havens for investments - thereby **enhancing the demand for Private Equity Specialists**. This is also having a collateral impact on the technical changes that enhance financial market data. More investment that is global requires enhanced market technology.

Select References: [The Handbook of Alternative Assets](#) by Mark Jonathan Paul Anson
[Advanced Private Equity](#) by Joseph W. Bartlett
2007 Private Equity Compensation Report
(Gloccap and Thompson Publishers)
CNBC posted article (12/15/06 eFinancialCareers) by Melissa Lee :
Pay Envy - What Compensation Figures May Not Reveal
The Economist. [Global Gusher](#), January 12, 2007.
