

Nevena Batchvarova

Nationality: Italian

EXPERIENCE

NEUBERGER BERMAN AIFM S. à R. L., Milan, Italy Feb 22 – Present
Principal, Fundraising and Investor Relations

- Lead fundraising and Investor Relations for NB Renaissance
- Point of contact for all current and new NB Renaissance investors

AMBIENTA SGR, Milan, Italy Nov 18 – Jan 22
Fundraising and Investor Relations

- Responsible for fundraising and investor relations, managing relationships with Ambienta's diversified global investor base of blue-chip investors, such as insurance companies, banks, pension funds, foundations, asset managers, sovereign wealth funds and family offices
- Point of contact for all current and new private markets investors. Report directly to the Managing Partner

CASSA LOMBARDA, Milan, Italy Apr 17 – Apr 20
Non-Executive Director, Board of Directors

- Oversaw the launch and distribution of new products and services to UHNW and HNW clients
- Managed the incentivisation and performance evaluation of private bankers, relationship managers and senior management
- Evaluated potential M&A opportunities, strategic initiatives, new revenue growth drivers and cost control actions

GREEN ARROW CAPITAL, Milan, Italy May 13 – Oct 18
Investment Director, Head of Fund of Funds

- Responsible for all aspects of private equity fund investments, secondary transactions and co-investments
- Designed, structured and ran firm's innovative portfolio management solutions business
- Restructured tail-end portfolio of funds and co-investments, divesting non-core assets

DeA CAPITAL ALTERNATIVE FUNDS, Milan, Italy Jan 09 – Jan 13
Investment Manager

- Lead investment in over 20 funds globally, analysing investment strategies, performance data, and team dynamics
- Managed due diligence process and portfolio monitoring for fund investments across Europe, the US and Asia
- Designed, launched and managed firm's liquidity solutions investment practice
- Developed firm's liquidity solutions investment know-how, including building valuation models and training of senior and junior teams

COLLER CAPITAL LTD, London, UK Apr 06 – Dec 08
Senior Investment Associate

Transaction Experience

- Evaluated over 150 investment opportunities in public and private companies in various industries, covering industry positioning, management assessment, financial modelling, investment evaluation and deal execution
- Structured and negotiated deal terms with potential investee companies and portfolio management teams

Operational Experience

Board participation of an underperforming private equity manager with a portfolio of over 30 technology and life science investments:

- Designed and implemented restructuring of management incentives to improve performance
- Monitored follow-on investments, company management teams and portfolio exit activity
- Oversaw cash burn and cost cutting in the portfolio's largest investments, including IT and medical technology companies

CAMPBELL LUTYENS, London, UK

Oct 04 – Apr 06

Fund Placement and Secondary Advisory

- Advised private equity firms globally on marketing strategy, fundraising process and investor positioning
- Evaluated private capital investment strategies, analysed strategic options and prepared investor reports

MORGAN STANLEY, New York, USA

Jul 02 – Oct 04

Financial Analyst, Healthcare Investment Banking and Capital Markets

- Covered all sectors of healthcare, including biotech, pharma, medical technology, and healthcare services
- Involved in the origination, structuring and execution of numerous IPO, equity and convertible financings

Education

PRINCETON UNIVERSITY, Princeton, USA

1998 – 2002

- A.B. Princeton School of Public and International Affairs (selective admission). Concentration in Finance

THE LOOMIS CHAFFEE SCHOOL, Windsor, USA Graduated Cum Laude

1998

Leadership and Skills

- Leadership: President of the Princeton University Alumni Association for Italy, Milan, Italy 2011 – Present
- Languages: Fluent in English, Italian and Bulgarian. Proficient in Russian. Working knowledge of French
- Public Speaking: Presenter at key private equity events