



Cole Gennrich

EDUCATION

Johns Hopkins University – Baltimore, MD

Class of 2017

Major: BA International Business - Minor: Entrepreneurship & Management

EMPLOYMENT EXPERIENCE

Ares Management (NYSE: ARES) - \$484B AUM, London

October 2021 - Present

Senior Associate

- Selected to establish and build out a Client Service team in London to support the largest fundraise in Ares history and subsequently the largest direct lending fund globally: Ares Capital Europe VI, €17.1 billion in LP equity commitments.
- Team lead for institutional and wealth RFPs, RFIs and DDQs across Ares' European Direct Lending, Liquid Credit, Real Estate (equity /debt) and Wealth Management Solution products (~\$100B AUM).
- Helps drive quarterly/annual updates for marketing collateral and reporting across all European products.
- Collaborates with 100+ cross-functional team members: 10+ teams (including investor relations, relationship management, portfolio management, legal, compliance, risk management, AML, ESG, finance & accounting, tax IT and operations).
- Since relocating to London in September 2022, delivered ~334 RFPs/DDQs, achieving a 53% win rate across new business deliverables and yielding €15bn+ of new capital raised.
- Hired, on-boarded and trained two additional team members; currently provides day-to-day mentoring.
- Appointed an Ares ESG champion and volunteer for Ares' Future Frontiers Mentorship Program.

Cohen & Steers (NYSE:CNS) - \$86B AUM, New York

February 2020 – October 2021

Associate

- Member of the Product Information Team within Global Marketing Department, acted as a central source of information and contributed to the firm's global business development and retention efforts.
- Managed the coordination and completion of RFPs, RFIs, DDQs and ad hoc requests.
- Responsible for ensuring consistent messaging across marketing collateral, developed and crafted content to complement the firm's growing distribution efforts.
- Assisted with quarterly and annual reporting for the firm's existing LP base.

Third Bridge, New York

August 2017 – February 2020

Senior Associate

- Sourced and qualified C-suite executives across industries for private equity and credit clients.
- Project manager for Third Bridge's largest private equity client, Bain Capital, and Great Hill Partners.
- Ancillary research partner for Bain Capital's multi-billion dollar buyouts of Varsity Brands (Jul '18), Dealer Tire (Dec '18), Brillio (Jan '19), Imperial Dade (Jun '19), Kantar (Jul '19), Maesa (Mar '19), and Zelis (Oct '19).
- Helped the sales team secure acquisition of new client - Great Hill Partners (\$460K 12-month contract).

MAWNEY Partners



- Selected to implement new project management practices and train newly hired analysts in Hong Kong
- Responsible for generating ~\$700K revenue during tenure of employment.

EXTRACIRRICULAR ACTIVITIES

- Johns Hopkins University Men's Varsity Soccer - Left Midfield 2013 – 2017
- Johns Hopkins Hop & Shake - Co-Founder
- Longre Training School - Nanchang, China - English Instructor
- Stena Fastigheter – Gothenburg, Sweden - Real Estate Analyst

SKILLS & INTERESTS

- Microsoft Office Suite, Salesforce, Power BI, Tableau, ACA Compliance MRS System, Qvidian and Loopio
- Acoustic guitar, futbol, snowboarding, surfing, films and books