

KATE (Caitlin) TOWNSEND

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Experience

- 2017- **QUALITAS ENERGY** **Madrid**
Director of Institutional Relations and Fundraising
- Raised largest onshore pureplay renewable energy fund in Europe (Q-Energy Fund IV - EUR 1.1bn); raised Q-Energy Fund III (EUR 416m); currently raising Qualitas Energy Fund V, hardcap EUR 2.3bn
 - Key relationship manager for all international and institutional relationships, including university endowments, Family Offices, global consultants, sector advisors, strategic investors
 - Main representative and corporate spokesperson at industry conferences, events
- 2010-2016 **IHS MARKIT / S&P GLOBAL – EMEA Sales** **London**
Environmental Markets - Vice President (2010-14)
- Sales/Business development EMEA manager for largest voluntary carbon credit registry globally; key account manager for large French utility electricity capacity auction program; leading global investment bank on Green Bond investment platform; Lead +\$1M deal with leading voluntary carbon standard
 - Clients included governments, utilities, green energy project developers, financial institutions, global corporations
- Tier One Banks - EMEA - Global Client Management (2014-15)*
- EMEA – Relationship manager for Bank of America, Citi, Goldman Sachs, Morgan Stanley, JP Morgan; Responsible for delivery of >\$5M revenue target; Lead contact in EMEA for executive relationships
 - Chair - Sales Induction Training Programme, Strategy Director - London Markit Women’s Forum
- CRS Tax Regulatory Specialist - Tier One Institutions (2015-16)*
- Global Tier One banks and Southern Europe; Due Diligence and Reporting solutions for CRS and FACTA
- 2009 – 2010 **GOLDMAN SACHS – FICC European Sales** **London**
Alpha desk – Analyst
- Assisting senior salespeople to execute client strategies – FX spot, forward, and electronic trading
 - Account planning, client communication, and firm-wide email market updates, trade confirmations, novations
- Summer 2009 **BANK OF ENGLAND – Market Services Division** **London**
Banking Services – Payments System Research Analyst
- Recruited post graduate degree to provide policy analysis to the Bank’s Payment & Settlement Analysis team
 - Revision of the Bank’s Access Policy to wholesale banking, securities payment and settlement systems
- 2006 – 2008 **MICHAEL IGNATIEFF, MP & LEADER OF LIBERAL PARTY OF CANADA** **Toronto**
- Summer 2007 **MINISTRY OF AGRICULTURE, GOVERNMENT OF ONTARIO, CANADA** **Toronto**
- Summer 05, 06 **PROSKAUER ROSE LLP** **New York City**
- Summer 2004 **MINISTRY OF THE ATTORNEY GENERAL OF ONTARIO, CANADA** **Toronto**

Education

- 2007 – 2009 **LONDON SCHOOL OF ECONOMICS** **London**
Masters of Public Administration (MPA) - Specialization in Public Policy and Management
- Graduated with Merit; maintained Merit standing for all four terms
 - High Distinction for policy paper produced for the Bank of England on Payment and Settlement Systems; Merit grade for dissertation paper, ‘The Failure of the Carbon Tax proposal in the 2008 Canadian Federal Election.’
- 2002 – 2006 **UNIVERSITY OF WESTERN ONTARIO** **Canada**
Bachelor of Arts (BA) - Political Science
- Honours degree; Admissions academic scholarship recipient; Varsity Alpine ski team, Kayaking club, Debating club
- 1997 – 2002 **LAKEFIELD COLLEGE SCHOOL** **Canada**
Graduated with Honours

Additional Study

- 2015 **MASSACHUSETTS INSTITUTE OF TECHNOLOGY – MIT OPENCOURSEWARE** **Online**
Online course – Introduction to Sustainable Energy
- May 2013 **HARVARD UNIVERSITY – KENNEDY SCHOOL OF GOVERNMENT** **Boston**
Executive Education Diploma – Women and Power: Leadership in a New World
- One of three junior professionals to join a group of 40 Sr. executives, politicians, corporate and non-profit leaders

Languages Native English. Conversational Spanish and basic French

Personal Former Jr. Canadian Whitewater Kayaking Champion - Ranked #2 Worldwide (Sort, Spain World Championships)
Ontario Silver Medallist – Giant Slalom ski racing, OFSAA team event; Duke of Edinburgh Gold Award