

## **Job Description: Principal - San Francisco**

Broadscale Group is an investment and advisory firm that works to scale up the energy industry's most promising new, market-ready solutions in areas such as cleaner/distributed energy, smart buildings, and mobility. We manage a Network of some of the world's largest energy companies and provide them opportunities to form commercialization partnerships with and/or invest in strategically aligned growth companies. In turn, we provide growth-stage companies with streamlined access to strategic sources of capital, distribution, and demand. As an entrepreneurial firm ourselves, we offer the opportunity to be part of a small team that is working closely with leaders in both the corporate and startup worlds to find new ways to collaborate, innovate, and achieve meaningful results for society and the environment.

### **Summary of Position**

We are hiring a Principal in San Francisco to source investment and partnership opportunities for our Network and to help lead select advisory engagements. The ideal candidate will have a demonstrated passion for clean energy and technology and 8+ years of relevant experience in a top-tier financial institution, management consultancy, or growth company. The candidate should be familiar with a range of investment strategies and vehicles and should be comfortable assuming a variety of roles in our new and growing enterprise. The position will require occasional travel to collaborate with our team in New York.

### **Responsibilities**

- Build on existing knowledge of the energy and resource industries to generate detailed insights into sector trends, emerging technologies, and company analysis
- Source and evaluate relevant growth companies in areas such as distributed energy, smart buildings, and mobility
- Develop investment/partnership opportunities to support sector- and technology-specific commercialization strategies
- Oversee active transactions through review, structuring, negotiation, and due diligence
- Synthesize concise, well-supported recommendations for presentation to senior-level executives
- Maintain high-quality financial models to support all aspects of firm analysis
- Engage regularly with Network Members, the venture/entrepreneurial community, and thought leaders
- Structure and lead select advisory engagements with growth companies
- Manage / mentor junior team members on both hard and soft skills
- Proactively contribute to the firm's thought leadership; attend and speak at events

## **Skills and Qualifications**

- Robust understanding of — and network in — energy and clean technology
- 8+ years of relevant work experience in finance, consulting, or entrepreneurship
- Ability to be a proactive team player in a fast-paced, entrepreneurial setting
- Ability to self-start and work independently in San Francisco
- Excellent strategy, problem-solving, modeling, and quantitative abilities
- Excellent time-management and organizational skills
- Excellent team, project, and client management skills
- Excellent communication skills: verbal, written, and presentation
- BA / BS and MBA (or other relevant advanced degree) from top-tier school preferred

## **Job Location**

San Francisco, CA

## **Position Type**

Full time

Please submit a resume and cover letter explaining your interest in Broadscale and the position to [info@broadscale.com](mailto:info@broadscale.com). No calls please.

Broadscale Group is committed to diversity in its workforce. Broadscale Group is an equal opportunity employer and ensures the promotion of equal opportunity for all persons employed or seeking employment, without regard to race, color, creed, national origin, sex, sexual orientation, age or disability status.