

## **Job Description: Senior Associate – New York, NY**

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 looking for a Senior Associate to join our team in New York to help manage and grow our dynamic Network platform, including sourcing, diligencing, and executing upon investment and/or commercialization strategies for our Network. The ideal candidate will have 6-8 years of relevant experience, with at least 2-3 years at a top-tier financial institution (bank, private equity, or venture capital firm) or management consultancy. The candidate should be a strong self-starter who is comfortable assuming a variety of roles in our new and growing business model.

### **Responsibilities**

- Help to manage all aspects of our Network strategy and operations, including annual planning, development of opportunity pipeline, quarterly meetings, monthly calls, etc.
- Guide day-to-day relationships with our Network to ensure optimal engagement
- Synthesize concise, well-supported recommendations for presentation to our Network
- Lead meetings with Network Members, growth companies, investors, and others
- Build on existing knowledge of the energy and resource industries to derive insights into sector trends, emerging technologies, and company performance
- With senior team, develop investment / partnership vehicles to support sector- and technology-specific commercialization strategies
- Evaluate growth companies, including their fit with Network; business model; existing financials; investment/commercialization potential
- Maintain high-quality financial models to support all aspects of firm analysis
- Support active transactions through review, structuring, negotiation, and due diligence
- Structure and lead select advisory engagements with growth companies
- Help manage / mentor junior team members on day-to-day responsibilities
- Proactively contribute to the firm's research and thought leadership

## **Skills and Qualifications**

- Ability to be a proactive leader and help anticipate / address Network needs
- Excellent team, project, and client management skills
- Excellent strategy, problem-solving, modeling, and quantitative capabilities
- Excellent communication skills: verbal, written, slide presentations
- Excellent time management skills: ability to self-start, prioritize, multitask
- Robust understanding of the energy / cleantech space
- 6-8 years' experience, with at least 2-3 years in finance or management consulting
- BA / BS and MBA from top-tier school preferred

## **Job Location**

New York, NY

## **Position Type**

Full time

Please submit a cover letter and resume 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.

July 2015