

## **Position: Associate, Strategy & Innovation**

As a member of the Innovation Team, the Associate, Strategy & Innovation will help lead efforts to develop unique energy solutions for data centers utilizing both on- and off-site energy assets. This is an opportunity to join an employee-owned company committed to minimizing environmental impact and contributing to the economic development of rural communities. Ours is a collaborative organization where employees are empowered to innovate and decision making is decentralized.

### **Responsibilities:**

- Conduct market and industry research.
- Prepare investment memos, term sheets, and letters of intent; present investment opportunities/findings to team and investors.
- Construct detailed financial models and returns analyses.
- Assist in analyzing utility rate structures and interface with utilities on rate discussions.
- Stay abreast of relevant market price formation and policy changes.
- Work with origination team members to evaluate acquisition opportunities in the due diligence process.
- Assist and support the firm in maintaining and administering our proprietary database.

### **Qualifications:**

- Bachelor's degree in Business, Finance, Economics or similar
- 2-5 years' experience in banking or consulting experience; or 3-4 years of transaction advisory services experience.
- High level understanding of the energy industry, and the markets therein.
- Ability to analyze and build models using large and complex data sets.
- High proficiency in Microsoft Excel and PowerPoint.
- Strong understanding of accounting and finance.
- Ability to succeed in both team and self-directed settings.

Please send resumes or leads to [careers@20fathoms.org](mailto:careers@20fathoms.org)