

Job Title: Investment Banking Analyst

Company Overview: GreenFront Energy Partners is an investment banking and advisory firm focused exclusively on alternative energy. Our company was founded in February 2020 with the goal of creating the premier renewable energy investment banking and advisory firm. Prior to founding GreenFront, our partners led the Energy Investment Banking group at BB&T Capital Markets, providing capital raising and M&A advisory to some of the country's largest energy and utilities companies. Our team has extensive experience, constituting billions of dollars in transaction value, helping negotiate and affect strategic transactions on behalf of companies across the entire energy value chain.

At GreenFront, our service offering covers all aspects of PPA Advisory, Buy-side and Sell-side M&A Advisory, and Debt and Equity Capital Raising. For us, there is a sense of purpose associated with expanding the use of clean energy in the global economy and we target qualified candidates who share the same passion and vision.

Job Summary: The IB Analyst position located at 6243 River Rd in Richmond, VA will be expected to work closely with GreenFront's senior managers to help current and prospective clients procure renewable energy, execute M&A transactions, raise capital, and execute other similar engagements. An IB Analyst is expected to prepare presentation materials, generate and maintain analytical models, track various client touchpoints, perform certain transaction execution functions, manage clients and communications, as well as other similar duties. The IB Analyst may be required to travel.

A successful candidate will be one who exhibits the following qualities:

- Understanding of, and/or interest in, the Alternative Energy industry
- High levels of competency with Excel modeling, presentation prep (in PowerPoint, Visme, Power BI, etc.), data aggregation and analysis, etc.
- Experience working with client relationship management (CRM) and other prospecting tools
- Collaborative self-starter who works well in teams and takes initiative for generating new and improved company materials and generating prospects for new business

Education: Bachelor's degree, with a preference for a major in Business, Finance, or Accounting.

Experience: One to three years of directly relevant work experience is required (finance, accounting, consulting).

Licenses: FINRA Series 79 & Series 63 licenses preferred