



Investment Banking Analyst Job Posting (March 2021)

Based in San Francisco, CA, with possible remote work opportunity

Company Summary

Founded in 2020, Provenance Capital Group (PCG) is a financial services firm, based in San Francisco, that focuses on allocating capital into regenerative natural resource enterprises. We question the assumption that the capital markets should be driven by short term financial thinking. Instead, we collaborate with clients, companies, and other stakeholders to transition to an economy that is focused on a bottom line that includes people, planet, and profit.

VISION: A more equitable and regenerative allocation of the world's resources

PCG: To be the trusted guide that will evolve alongside investors and direct investments to build a better world

HOW: We offer our clients deep expertise, superior guidance and access, and trusted partnership. We achieve our mission by:

- Supporting investors to identify and evaluate mission-aligned natural resource investments
- Providing business strategy and financial services to regenerative businesses
- Analyzing industry and macro trends to inform our thought leadership, financial innovation, and investment decisions

We are seeking an Analyst to join our team full time (with an immediate start date). The position will report to one primary Managing Director, but will work closely and collaboratively with our small, dynamic team.

Candidates should be naturally curious, comfortable working independently, and have demonstrated interest in climate and environmental finance, preferably in food systems finance. A vivid interest in sustainability, conservation, food systems and natural resources is also an important part of the role. Individuals should be entrepreneurial, mission-driven, and comfortable working in a fast-paced and dynamic work environment. This role requires quantitative and analytical skills, as well as attention to detail, verbal and written communications skills, and a strong ability to manage multiple projects at once. Candidates must demonstrate the highest degree of professionalism, integrity, and discretion.

Position Summary

The Analyst will be an integral part of PCG's investment team and assist primarily in sell-side client work. This role will involve a significant amount of financial modeling and building presentations, in addition to communicating with clients to properly coordinate the highly sensitive information involved in individual transactions. As an Analyst, you will gain experience in evaluating a significant number of investments,

primarily focused in food and agriculture (across the value chain). You will learn how to identify, evaluate, and execute investments for a diverse set of companies.

Other responsibilities may include thematic research, deal mapping, investor research and mapping, as well as impact metric monitoring and reporting. Reporting to one of the firm's Managing Directors, the Analyst will also be supporting the firm's Investment Committee.

The Analyst will be able to articulate our firm's investment philosophy, services, and investment vision and will also support the authoring of articles on investing topics for both internal and external distribution. The Analyst will attend and represent PCG at various industry events, as needed.

Key responsibilities may include, but are not limited to:

- Develop various financial models and recommendations to value debt and equity for mergers, acquisitions, and capital raising transactions
- Perform various valuation methods: comparable companies, precedents, and DCF
- Conduct preparation and review of materials used in capital raises, including investment memoranda, management presentations and pitchbooks
- Support the team in developing relationships with new and existing clients in order to expand the business
- Perform due diligence, research, analysis, and documentation of live transactions
- Assist with background research on specific impact investors

Additional responsibilities, as needed:

- Track & analyze deal data in the regenerative food & agriculture sector
- Become knowledgeable on past, current, and future trends in regenerative food & agriculture
- Advance internal initiatives to map the investment opportunity set in regenerative food & agriculture (through a tool such as Kumu)
- Advance internal initiatives to map the landscape of investors in the food and agriculture space
- Provide custom analyses/summaries for various topics of interest, as needed; for example, innovative financial structures, impact measurement frameworks, etc.
- Assist with knowledge development in different themes, investment opportunities, and issue areas, possibly co-authoring white papers, blog articles, or articles in industry publications

Firm-level responsibilities:

- Participate in all firm required training and compliance programs
- Attend local impact investing and financial industry events
- Expand financial and impact knowledge through ongoing education
- Follow all firm compliance procedures
- Maintain awareness and knowledge of business-related news, articles, etc

Qualifications:

- Bachelor's Degree required in finance, economics, or related subject



- Two or more years of experience in a finance, investment or business background, particularly on the quantitative side (e.g., Investment Banking, M&A Advisory, Private Equity)
- Ability to work in a fast-paced, team-based environment with minimal supervision
- Working knowledge of deal structuring and closing
- Strong communication and networking skills
- Impeccable research, quantitative and analytical skills
- Proven proficiency in Microsoft Office products, especially Microsoft Excel and Powerpoint
- Ability to organize and track overlapping tasks and assignments, with frequent priority changes with a sense of humor
- Expertise building financial models, proformas and valuation models required
- Experience evaluating investment opportunities and synthesizing investment recommendations
- Interest in climate and environmental finance/knowledge of ESG required; experience in sustainable/regenerative food and agriculture a plus
- Experience using Salesforce and Pitchbook a plus
- Passion for achievement and an entrepreneurial spirit
- Life-long learner

Compensation and Benefits:

Compensation will be determined by several factors, including educational background and experience. Individuals will be eligible for full participation in company benefits.

PCG is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

To apply, send cover letter and resume to: info@provenancegroup.io