



Investment Banking / Advisory Associate - Job Posting (May 2022)

Bay Area preferred

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, bespoke guidance, superior access, and trusted partnership. We achieve our mission by:

- Providing support to regenerative businesses and enterprises to preparing for and completing capital raising
- Analyzing industry and macro trends to inform our thought leadership, financial innovation, and investment decisions

Position Summary

We are seeking an Associate to join our team full time (with an immediate start date). The position will report to the Director of Advisory Services and will work collaboratively with our entire small and dynamic team.

The Associate will be an integral part of PCG's advisory 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.

Key responsibilities may include, but are not limited to:

- Prepare small to medium sized companies for the fundraising process by:
 - Leading the preparation of materials used in capital raises, including investment memorandums and pitch decks;
 - Developing and maintain valuation models, leveraging commonly used methods (multiples, DCF);
 - Setting up and maintaining customer data rooms; and
 - Supporting internal compliance processes.



- Support the business development process by:
 - Leading financial and strategic due diligence on prospective clients;
 - Performing thematic research and deal mapping; and
 - Tracking and analyzing deal data in the regenerative food and agriculture space.
- As a small team, some additional roles may be required including:
 - Preparation for industry conferences;
 - Attendance at industry conferences representing PCG; and
 - General administrative and operational duties as required.

Desired Candidate Profile:

- Three to five years of experience in a finance, investment or business background, with a focus on financial modeling and valuation (e.g., Investment Banking, M&A Advisory, Private Equity).
- Working knowledge of deal structuring and closing.
- Experience with small / medium size businesses.
- Strong business acumen.
- Experience evaluating investment opportunities and synthesizing investment recommendations.
- Strong sense of ownership and ability to work in a fast-paced, team-based environment with minimal supervision.
- Strong communication and networking skills.
- Strong attention to detail and organizational skills.
- Experience using Salesforce and Pitchbook a plus.
- Expressed interest in sustainable systems, regenerative food and agriculture, and innovative financing structures.

Compensation and Benefits:

Salary Range: \$100,000 to \$120,000 with 10% to 20% bonus potential. 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, please submit your information through the form at <https://provenancegroup.io/job-openings/>