



Job Description – Associate, Encourage Capital Advisory:

Encourage Capital (“EC”) is seeking an experienced and highly motivated individual to support the firm’s advisory arm which supports clients aiming to deploy assets to achieve targeted social or environmental outcomes. Responsibilities would include project management, market research, due diligence, analysis, and client management. This is a unique opportunity to gain experience working with asset owners to develop investment strategies to solve a range of social and environmental issues.

The individual will be given the following key responsibilities:

- **Project Management:** Manage day to day aspects of advisory projects, including work planning, client outreach, presentation and content development, and scheduling.
- **Research:** Conduct primary and secondary research to inform development of investment strategies for Advisory clients.
- **Due diligence:** Identify attractive investment opportunities, collect necessary quantitative and qualitative data, and conduct analysis to determine the attractiveness of different investments or pipeline opportunities.
- **Analysis:** Build models and analyze varying types of data to inform strategies and evaluate opportunities for advisory clients.
- **Client management:** Work collaboratively with clients to appropriately scope projects, deliver compelling proposals, and develop investments strategies that compel clients to deploy assets to solve specific social or environmental issues.
- **Presentation and material generation:** Create high impact presentations, reports, and other materials that simply and compellingly convey key insights to clients.

Candidate Qualifications:

The ideal candidate will have recently completed a Masters degree or have two to three years of work experience in a consulting, business development, or operational or investment role at a prominent organization. Demonstrated interest in social impact, environmental conservation, and impact investing is required.

Candidates must have strong collaborative and client skills including demonstrable experience in senior client interactions, analytical skills, project management skills, aptitude, great attention to detail, strong written and verbal communication skills, and be able to fit into a multi-cultural, entrepreneurial, mission driven and highly demanding work environment.

Compensation

Compensation will be competitive and commensurate with experience and will include a fixed base compensation and a performance-based incentive.

About Encourage Capital:

Encourage Capital, LLC is a research-driven asset management firm that seeks to solve critical environmental and social problems. We believe we can generate both compelling investment returns and social and environmental impacts for our investors.

Encourage Capital was formed in December 2014 through the combination of Wolfensohn Fund Management, LP (“WFM”) and EKO Asset Management Partners, LLC. Together these firms represent a formidable base of knowledge, investment track record, conviction, relationships, passion and vision that is scaling up impact investing to deploy private capital to address some of the most pressing social and environmental challenges of our time.

To apply for the above position please send your cover letter and CV to jobs@encouragecapital.com and reference “Associate, Encourage Capital Advisory” in the subject line.