



Job Description – Analyst/Associate, Mumbai (Immediate Hire):

Encourage Capital is seeking a private equity Analyst/Associate in Mumbai to support its investment team in deploying a new private equity fund focused on promoting rooftop solar finance for micro, small and medium-sized enterprises (“MSMEs”) in India. This is a unique opportunity to gain principal investment and operational experience for the candidate through close collaboration with portfolio companies.

The individual will be given the following key responsibilities:

- Support in various aspects of investment analysis, including screening, evaluating, due diligence and monitoring investments. The work will include intensive financial modeling, analysis, writing, proprietary research, and working closely with portfolio company management teams.
- Supporting the development of the investment pipeline by contributing to sourcing, screening and appraising new investment opportunities, as well as conducting comprehensive desktop research
- Assisting in the preparation of investor materials and other materials for Encourage Capital

Candidate Qualifications:

The ideal candidate will have two to three years of transaction experience in the financial sector with a reputed investment bank or consulting firm. Familiarity and/or a passion for impact investments and knowledge of the solar sector in India is desired.

Candidates must have strong quantitative skills, aptitude and experience with financial modeling, knowledge of financial markets, 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 base salary and performance-based bonus.

About Encourage Capital:

Encourage Capital, LLC is a research-driven, solutions-focused 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. WFM manages a private equity fund called Wolfensohn Capital Partners, which has made several investments in India, including Ujjivan Microfinance, DCB Bank, Repco Home Finance, National Stock Exchange of India and Fabindia.

To apply for the above position please send your cover letter and resumé to jobs.analyst@encouragecapital.com and reference “India Analyst/Associate application” in the subject line.