



### **Job Description – Associate / Senior Associate, Capacity Building & Strategic Initiatives (India):**

Encourage Capital (“EC”) is seeking an experienced and highly motivated individual to support its rooftop solar finance strategy for micro, small and medium-sized enterprises (“MSMEs”) in India.<sup>1</sup> This is a unique opportunity to gain operational and strategic experience working with financial institutions in the investment portfolio of a global impact investment firm.

The individual will be given the following key responsibilities:

- **Capacity Building:** Support in design, management, monitoring and reporting of key capacity building and value creation initiatives for portfolio companies, including training, ESG management system implementation, market awareness programs for MSMEs, etc.
- **Strategic Initiatives:** Build relationships and strategic partnerships with diverse stakeholders, including financial institutions, solar installers & developers, intermediaries, and other advisors to scale EC’s rooftop solar finance program in close coordination with our team
- **Research & Analysis:** Monitor industry developments relevant for EC’s strategy and evaluate new strategic initiatives in climate finance through desktop research and market engagement
- **Reporting:** Prepare reports and presentations

### **Candidate Qualifications:**

The ideal candidate will have three to six years of work experience in a consulting, advisory, business development or operational role at a prominent organization. Candidates with exposure to renewable energy and/or financial services will be preferred. The role will preferably be based in Mumbai with travel within India as required, but candidates from other locations are welcome to apply.

Candidates must have strong analytical, project management and collaborative skills, 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. The firm is building a community of investors, foundations, market leading companies and non-profits to deploy private capital into systemic solutions to the world’s most pressing challenges. The firm currently manages Encourage Solar Finance, L.P. (“ESF”), a growth-stage private equity fund which aims to catalyze rooftop solar for MSMEs in India by investing in specialized lenders and developing innovative rooftop solar finance products. Through ESF and its predecessor fund, Wolfensohn Capital Partners, L.P., the firm has made several investments in leading financial sector companies in India.

To apply for the above position please send your cover letter and resumé to [jobs@encouragecapital.com](mailto:jobs@encouragecapital.com) and reference “Associate / Senior Associate, Capacity Building & Strategic Initiatives” in the subject line.

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<sup>1</sup> Employment will be through Encap India Strategies LLP, an affiliate of Encourage Capital, LLC.