



Job Description – Associate, Mumbai:

Encourage Capital (“EC”), via its Indian subsidiary Encap India Strategies LLP, is seeking an Associate in Mumbai to support its team in enabling climate finance in India. This is a unique opportunity to gain functional experience for the candidate through close collaboration with current and future portfolio companies.

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 and knowledge of the climate finance opportunity 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.

The individual will be given the following key responsibilities:

- Research & intelligence: monitoring relevant industry developments through desktop research, analysis and market engagement;
- Business development: building relationships with diverse stakeholders;
- Portfolio engagement: supporting in design and management of key capacity building programs (including training, ESG management system implementation, market awareness programs for MSMEs, etc.)
- Portfolio monitoring: benchmarking performance against financial and impact targets;
- Reporting: preparing frequent reports and presentations

Compensation:

Compensation will be competitive and commensurate with experience and will include base salary and performance-based bonus.

About Encourage Capital:

EC 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. EC, and its predecessor firm, Wolfensohn Fund Management, have been investing in the financial sector in India for over 15 years.

EC currently manages a private equity fund called Encourage Solar Finance LLP, which has made several investments in India, including Electronica Finance Limited, Annapurna Finance and Svakarma Finance and has an active pipeline of other opportunities.

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