

## **Job Title: Associate, Princeville Capital**

Location: San Francisco, CA

### **Summary of Business Need**

Princeville Capital invests in rapidly growing technology companies from around the world. We invest out of our two funds, Princeville Global, which focuses on software and internet companies emerging as leaders in their target markets and Princeville Climate Technology, which invests in technology companies with a positive impact on climate change (e.g. smart grids, smart city, advanced mobility). Our global focus is complemented by offices in San Francisco, Hong Kong and Amsterdam to help companies successfully implement their international expansion plans.

Specifically, we are looking for a high-achieving, insightful, driven candidate who will initially be dedicated to identifying and evaluating opportunities for our Climate Technology Fund. This is an exciting opportunity for an individual to join our innovative, tech-focused firm delivering excellent returns and addressing one of the most pressing challenges of our time, climate change.

If you share our passion for technology, climate change, and growth stage investing, come join our team.

### **Job Description**

The Associate reports to the Managing Partner for the Climate Technology Fund, working closely with the rest of the investment team to identify and build the pipeline, through sector deep dives, company outreach, contribute to due diligence and analysis for investment decisions. This is a full-time position based in San Francisco, starting no later than Q1 2021 (sooner preferred). Help us deliver climate positive impact through smart, strategic, and transformative investments.

### **Responsibilities**

- Identifying and researching new investment areas, including performing market research, collecting and synthesizing data and conducting other industry analyses.
- Generate deal flow leveraging candidate's strong network in technology and climate change.
- Assisting with due diligence, including business, competitive financial, technology and other areas – will require travel in the US and internationally.
- Performing various financial analyses including KPI analysis, returns modelling and comparables analysis.
- Working with portfolio companies, including research projects, competitor analysis, valuation work and attending board meetings.
- Tracking key industry trends, including financing and acquisition activity, product and competitive activity and other relevant events.

### **Qualifications**

- At least 2-3 years of relevant professional experience, such as VC/PE, management consulting, investment banking, or relevant roles at technology companies.
- Bachelor's or Master's Degree in Business, Engineering, or related field.
- Strong writing and presentation (PowerPoint) skills, proven analytical and financial modelling skills.

#### PRINCEVILLE CAPITAL

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- Demonstrated experience executing climate technology, clean energy or sustainability-related investments and/or analysis.
- Familiarity and knowledge of emerging technology with an innate passion for technology – especially those addressing climate change in our core sectors.
- Ability to thoughtfully conduct and create detailed market research and build theses on investment areas and industries.
- Candidate must be self-motivated, highly productive, keen attention to detail and execution-oriented. We value outstanding work ethic and someone able to envision, prioritize and complete parallel projects without requiring much guidance in a fast paced, fluid environment.

#### **Compensation**

- Competitive salary commensurate with experience.
- Eligibility for annual bonus aligned with execution, financial performance.

**How to Apply: If you are interested, please send an email to [recruiting@princeville-capital.com](mailto:recruiting@princeville-capital.com) with a resume and a cover letter summarizing why you are interested in the Associate position and your relevant qualifications.**

*Princeville Capital is an Equal Opportunity Employer and does not discriminate against otherwise qualified applicants on the basis of actual or perceived race, color, creed, religion, ancestry, gender identity, sexual orientation, disability, protected veteran status, and other statutes protected by law.*