

Analyst

VIE

Offtake Advisory – Renewable Energies

Based in Madrid 2024

I Company description

Finergreen is a financial advisory boutique specialized in renewable energies and the energy transition. Founded in 2013, the company now operates around the world through 10 offices with around 85 collaborators in total, of which 20 are based in Madrid.

We advise our clients (mostly independent industrials, financial institutions or utilities) on strategic projects in either equity (M&A, venture or growth capital) or debt (project finance, private placements, LBOs) transactions.

After a quick international growth, Finergreen now wants to expand and open new horizons, and has launched a new scope of services, including **offtake advisory** for the structuring of long-term Purchase Agreements for Power (PPA), Biomethane (BPA), Emissions Reduction (ERPA) or Hydrogen (HPA).

This new scope of services is complementing and enhancing the M&A and Project Finance practices already offered by Finergreen for renewables markets globally. With this new service Finergreen can link the financial world including banks, funds, and investors; to the commodities world, including utilities, traders, and corporates who discuss Long Term contracts (PPAs, BPAs, HPAs, ..) with developers.

Finergreen aims at accelerating the development of such **long-term offtake agreements** giving visibility to investors on the profitability of investments into renewable and nature-based projects over the long-term.

With a strong track record of working with family businesses and entrepreneurs but also with large and international financial institutions, Finergreen is a recognized advisor in the industry while remaining true to the entrepreneurial spirit that was at its inception.

II Job description

Finergreen is looking to incorporate an Analyst (VIE) as soon as possible, although later availability in 2024 could also be considered.

The position is based in Madrid where you will work in direct contact with the rest of the team on active advisory mandates at all stages.

We require the selected candidate to assume high levels of responsibility immediately with direct exposure to clients, while respecting the high quality standards of the company.

Your main contribution will be to support Finergreen's team with a global mandate. You will play a key role in the success of the Energy Commodities Offtake advisory team, by assisting our clients with the structuring and deal closing of Power Purchase Agreements (PPAs), and other long-term agreements with the objective to minimize risks and maximize the value of renewable projects.

Topics of engagement may include intelligence on Energy Commodities (Power, Biomethane, Hydrogen) and VCM (Voluntary Carbon Markets) latest updates (fundamentals, news, players, Events), scouting for business opportunities and keeping the dealflow database updated at all times.

You will learn a great deal from a talented and dedicated team of experts, with clear future opportunities to work abroad. You will also be able to take part to the development of new products such as bio-methane or voluntary carbon markets, upon requirements from the team.

The position appeals to candidates with hands-on experience or behaviour, who seek a challenging opportunity.

Your main tasks will be:

- ▶ Detect opportunities:
 - Collaborate in the screening of market players (Project Developers, Utilities, Traders, Corporates, and other stakeholders);
 - Identifying key commercial contacts;
 - Participate to introductory calls with partners;
 - Help presenting Finergreen to third parties.

 - ▶ Market Intelligence
 - Build and upgrade pricing tools;
 - Prepare market reports;
 - Carry out market research;
 - Look into value chain and sustainability commitments of Corporates.

 - ▶ Marketing activities & Execution
 - Draft client pitches;
 - Attend meetings and negotiations;
 - Contribute to communications, marketing or other material for the company;
 - Monitor execution processes of offtake advisory mandates;
 - Liaise and coordinate with internal legal team and external clients;
 - CRM database management (meeting minutes, counterparties updates).

 - ▶ Financial analysis and production activities:
 - Perform financial analysis of projects with the idea to optimize both offtaking and financing by running different scenarios and sensitivities;
 - Contribute to improve financial models.

 - ▶ Origination and deal negotiation:
 - Originate new opportunities and leads;
 - Review and draft of Termsheets and PPA contracts (or similar long-term agreements);
 - Participate in the PPA process, from the strategic definition until PPA signing.
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III Requirements

The ideal candidate will have an outstanding academic track record from a recognized school or university from which they will have obtained (or soon) a Master's degree with an engineering, business or financial background with focus on financial and energy/sustainability sectors.

Previous experience in finance, environmental or energy markets, risk management & trading, decarbonization/sustainability issues, or strategy consulting is a plus.

The candidate will demonstrate the following skills:

- Strong Analytical and organizational skills;
- Advanced Excel skills
- Attracted by young companies with a "start-up" spirit in strong growth;
- Autonomy, pro-activity and eagerness to learn, financial and environmental results-oriented;
- Team player, communicate easily and ability to interact/cooperate with a variety of different profiles;
- Time management, attention to detail and great reliability;
- Understanding of cultural sensitivities associated with working in an international setting;
- Fluency in English and French is an absolute need, plus Spanish is a nice to have.

The successful completion of the VIE period could result in a long-term contract.

We are an equal opportunity employer and will consider all applications to favour a diverse and inclusive work environment where everyone can belong. All hires are based on qualifications, merit and business needs, regardless of gender, origin, color, religion, disability, sexual orientation or any other protected status.

IV Contact

Please send a resume and cover letter in English with the subject "**Madrid – Offtake Advisory VIE 2024**" to yohann.guichard@finergreen.com.
