

Position Description

Director of Clean Energy Finance

Role

The Coalition for Green Capital (CGC), a fast-growing, high-impact not-for-profit, seeks an experienced financial professional to lead the organization’s development and deployment of Green Bank financial products.

CGC is a leading expert and advisor on Green Banks and related clean energy finance and deployment entities. In the US, CGC has helped establish Green Banks in Connecticut (2011), New York (2013), Hawaii (2014), and California (2014), Rhode Island (2015) and Montgomery County (2016). CGC is working on similar efforts with partners in D.C., Nevada, Pennsylvania, Maryland, Missouri, and Colorado. Internationally, CGC is focused on the potential of Green Banks to scale up climate finance in emerging economies. Currently, CGC is working in Southern Africa, developing opportunities in Latin America and elsewhere, and co-leads the global Green Bank Network.

Building on our track record of success, CGC is embarking on an exciting new growth phase that includes the development of a greater range of Green Bank services. Reporting to CGC’s Executive Director, the Director of Clean Energy Finance (“the Director”) will be a key team member in leading this new initiative. The Director will be responsible for designing and implementing clean energy finance products to support CGC’s growing network of Green Banks. This will involve evaluating the market opportunity for various financial products—such as credit enhancements, warehousing structures, and loans—to meet the market and operational needs of developing Green Banks. It will also involve engaging the capital and other channel partners necessary to bring these products to market.

Specific responsibilities include:

- Developing the mechanics of clean energy finance products for Green Banks, including structures and terms
- Creating quantitative assessments of risk and expected financial performance of clean energy products and institutions
- Pitching potential investors—including impact investors, foundations, pension funds, endowments, and commercial capital providers—on investment opportunities with Green Banks
- Conducting market assessments to identify new product opportunities and strategies
- Working closely with CGC staff to roll out new financial products as part of Green Bank consulting or implementation projects

Qualifications

- Experience building relationships with investors. Relevant experience could include investment banking, private equity/venture capital, financial roles at start-up companies, consulting, or other related roles
- Knowledge of financial products with a variety of capital structures

- Strong verbal and written communication skills with the ability to cut through jargon and articulate complex concepts
- Background or interest in clean energy
- Enthusiasm for creating an impact at a mission-driven organization
- Entrepreneurial attitude and comfort with ambiguity
- Ability to travel to Green Bank projects as needed
- Bachelor's degree required, master's or other advanced degree preferred

CGC offers a competitive salary and benefits package. The position is tentatively based out of CGC's office in New York City, but qualified candidates in other locations will be considered.

To Apply

To submit questions or an application, please contact CGC by email at cgc@coalitionforgreencapital.com. Your application should consist of a resume and a brief cover letter highlighting your interest and background in this role. CGC will review applications on a rolling basis.

CGC is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law. CGC is committed to building a culturally diverse workplace and strongly encourages applications from female and minority candidates.