

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 deployment of Green Bank financial products.

CGC is a leading expert and developer of Green Banks and related clean energy finance entities. In the US, CGC has helped establish successful public sector Green Banks in places such as Connecticut and New York. Building on this success, CGC has embarked on an exciting growth phase involving the incubation and launch of a network of independent nonprofit Green Banks, designed to draw capital from a wide range of sources into local clean energy projects. CGC has laid the groundwork for this agile model of mission-driven clean energy finance in places like [Colorado](#) and [Nevada](#), and there is growing interest from public and private sources to expand into other geographies. Outside of the US, CGC works with local partners to develop national-scale Green Banks in emerging economies, most recently in [South Africa](#).

Reporting to CGC's Executive Director, the Director of Clean Energy Finance ("the Director") will be a key team member in leading the expansion of current Green Bank financing and identification of new Green Bank opportunities. The Director will be responsible for spearheading the financing of clean energy deals surfaced via local Green Banks.

Specific responsibilities include:

- Leading, designing and implementing a growing finance program
- Pitching potential investors—including foundations, commercial capital providers, and development finance institutions—on investment opportunities with Green Banks
- Developing the mechanics of clean energy finance products for Green Banks, including structures and terms
- Working closely with CGC and Green Bank staff to close transactions
- Assisting Green Bank development teams, both in the US and internationally, with market assessment activity to identify the most relevant financing opportunities for new Green Banks

Qualifications

- Experience building relationships with investors; relevant experience could include investment banking, commercial 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
- Ability to cut through jargon and articulate complex concepts to private, public and mission-driven finance audiences
- 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.

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.