

## **Cuyahoga County Green Bank Creator – Coalition for Green Capital**

### **Location:** Ohio

The Coalition for Green Capital is recruiting a motivated and entrepreneurial person to lead a Green Bank incubation project in Cuyahoga County, Ohio using funding from our partner organizations, The Gund Foundation, The Cleveland Foundation, and the Cuyahoga County Government. This full-time position would be located in Ohio. The employer, Coalition for Green Capital (CGC), is a New York based non-profit that has successfully incubated nonprofit Green Banks in states including Maryland, Nevada, and Colorado, in addition to international markets.

As the representative of CGC, the Green Bank Creator should be comfortable with entrepreneurial start-up activity. The principal responsibility is to work with local partners including foundations, government, clean energy project developers, and other entrepreneurs in the clean energy sector to build a functioning clean energy and sustainable infrastructure finance business (a “Green Bank”).

The purpose of the post is to create a Green Bank in Cuyahoga County, meaning an institution that matches commercial, philanthropic and public capital with project developers to create affordable and ubiquitous clean energy and sustainable infrastructure. To build this entity, the first hire will need to assess the market and investment pipeline, work with many kinds of partners to develop financing tools, and develop successful business relationships with project developers and lenders in Cuyahoga County. The Creator should expect to craft a business model that is sustainable over time, and permits expansion and scale.

The new hire should expect to collaborate with CGC’s US development team, serving as the on-the-ground point person for building relationships with local stakeholders and identifying the opportunity for a Green Bank in Cuyahoga County. Once the opportunity for Green Bank investment has been identified, the individual would continue to work with CGC to design, incorporate, and staff the new Green Bank. This is a full time contracting role and would last for 8-12 months, with the intention that the new hire would transition to become the executive director of the newly-formed Green Bank following this period.

### **Responsibilities:**

- Engaging clean energy developers and other market participants to understand the size and nature of the current investment pipeline, current challenges to securing financing, and how a Green Bank might help them overcome these challenges
- Conducting interviews with foundations, nonprofits and other market experts to understand the current clean energy finance landscape in Cuyahoga County
- Drafting the market opportunity report, including what kinds of investment is already flowing and an initial hypothesis of where the Green Bank would focus its investment activity
- Incorporating the institution as an Ohio-based non-profit corporation
- Hiring an Executive Director to launch and operate the Green Bank as its founder
- Engaging foundations to pursue operating capital to sustain long-term operations beyond the project scope

### **Qualifications:**

- Entrepreneurial self-starter energized by the opportunity to make an impact at a mission-driven organization
- Proven experience identifying and engaging clean energy market participants in Ohio, especially in Cuyahoga County
- Experience or familiarity in a finance role; project finance, consulting, investment banking, or venture capital/private equity background preferred but not required

**To apply:**

To submit questions or an application, please contact CGC by email at [cgc@coalitionforgreencapital.com](mailto:cgc@coalitionforgreencapital.com). Your application should consist of a resume and a brief cover letter highlighting your background and interest in this role.

**About the Coalition for Green Capital**

The Coalition for Green Capital's (CGC) mission is to push clean energy investment faster, better and cheaper into existing and new markets, in the United States and in developing countries, with the goal of driving carbon fuels and inefficient energy consumption out of the market. By connecting local project demand with capital through Green Bank institutions and innovative products, CGC catalyzes public, private and mission-driven investment into clean energy projects. CGC, a 501c3 non-profit, is the leading expert and implementer of Green Banks, with a decade of work around the world that has led to over \$2 billion of clean energy investment.

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.