



Senior Associate – Labor

At the Coalition for Green Capital (CGC), our mission is to drive investments in the clean economy to reduce emissions and improve the quality of life for all Americans. By leveraging public-private partnerships and responsive financing, we aim to eliminate barriers to clean technology and promote energy abundance in every community. Our work is guided by a commitment to accelerate the deployment of clean energy technologies across the United States, with a special focus on supporting low-income and disadvantaged communities. For over a decade, CGC has led the Green Bank movement, working at the federal, state and local levels in the U.S. and countries around the world to unlock capital and empower communities to embrace a greener future. Together, we strive to build a sustainable future where clean power is accessible and affordable for everyone.

Our National Green Bank: The U.S. Environmental Protection Agency (EPA) has taken a significant step toward a greener future by establishing the first U.S. national green bank through the Greenhouse Gas Reduction Fund (GGRF). The EPA awarded the Coalition for Green Capital \$5 billion to capitalize this national green bank under The National Clean Investment Fund competition, along with \$125 million under Solar for All to foster the development of green banks and accelerate solar energy projects in North Dakota and South Dakota. Through strategic partnerships and innovative financing, our national green bank aims to create a robust clean energy finance ecosystem that addresses critical market gaps and maximizes the impact of every public dollar invested. This seed funding builds on CGC's decade-long leadership in the Green Bank movement, which has already led to billions toward clean energy adoption, ensuring that the nation's climate goals are met.

Job Summary

The Senior Associate will play a critical role in supporting CGC's mission by providing expertise in sustainable finance, organized labor, community partnerships, and fundraising efforts. This position involves managing projects, conducting research, supporting the CGC team across investment, impact, development, strategy, and network offices, engaging with labor organizations and community groups, and collaborating with a diverse range of partners to drive investments in sustainable finance.

Key Responsibilities

Project Management: Lead and manage projects related to the development and expansion of capital partnerships, including project planning, execution, and monitoring. Ensure projects are completed on time and within budget.

- **Research and Analysis:** Conduct research on sustainable technologies, market trends, community partnerships, financial models, and the role of organized labor in the green economy. Analyze data to support partnership recommendations and strategic initiatives.
- **Stakeholder Engagement:** Build and maintain relationships with a wide range of stakeholders, including government officials, industry leaders, investors, community organizations, and labor unions. Represent CGC at conferences, meetings, and other public forums.
- **Labor Partnerships:** Develop and manage partnerships with labor unions and other worker organizations to align clean energy projects with workforce development and job quality standards. Promote training and job opportunities within the green economy.

- Fundraising: Assist in fundraising efforts by identifying potential funding sources, developing grant proposals, and cultivating relationships with donors. Support efforts to secure financial commitments from public and private sector partners.
- Technical Assistance: Provide technical assistance and advisory services to Green Banks and other organizations looking to implement sustainable finance projects. Offer guidance on financial structuring, risk assessment, and market analysis.
- Communication: Communicate complex information in a clear and concise manner. Develop presentations, reports, and other communication materials for various audiences.

Required Skills and Abilities

- Strong analytical and problem-solving skills.
- Excellent written and verbal communication skills.
- Proven project management abilities.
- Experience with organized labor partnerships and understanding of labor issues in the context of clean energy projects.
- Ability to work independently and as part of a team.
- Proficiency in financial modeling and data analysis tools (e.g., Excel, financial software).
- Passion for environmental sustainability, community engagement, and climate action. Ability to thrive in a dynamic, fast-paced environment. Strong interpersonal skills and the ability to work with diverse stakeholders

Knowledge

In-depth understanding of sustainable finance, clean energy technologies, markets, and policies. Familiarity with the regulatory landscape affecting clean energy investments. Understanding of labor relations and workforce development in the green economy.

Education and Experience

- Education: Bachelor's degree in finance, economics, environmental science, public policy, or a related field. A master's degree is preferred.
- Experience: At least 5-7 years of experience in clean energy finance, environmental policy, or a related field. Experience with Green Banks, public-private partnerships, labor relations, or infrastructure finance is highly desirable.

Compensation and Benefits

- Salary Range - \$150-\$180k commensurate with experience.
- CGC offers a competitive salary and benefits package, including health insurance, retirement plans, and professional development opportunities. The position provides a unique opportunity to make a meaningful impact on the transition to a sustainable energy future.
- Eligible for an annual bonus of 10%-30% based upon job performance

CGC is dedicated to providing equal employment opportunities to all individuals based on job related qualifications and their ability to perform a job, without regard to age (over 40), sex (including pregnancy, married women and unmarried mothers), race, color, creed, veteran status, religion, disability, sexual orientation (including actual or perceived orientation), gender identity, gender expression, ancestry, marital status, national origin, citizenship, genetic characteristics, civil air patrol status, lawful activities during non-working hours, or any other protected class as defined by applicable federal, state, or local laws. It is our policy to maintain a non-discriminatory environment free from intimidation, harassment, or bias.

Our equal employment opportunity philosophy applies to all aspects of employment including recruiting, hiring, training, promotion, job benefits, pay, dismissal and social/recreational activities. Our designated Civil Rights Coordinator is CGC's Chief Administrative and Development Officer.